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### C. E. NICHOLS & CO., LOWELL, IND.

The elevator of C. E. Nichols & Co. at Lowell, Ind., embraces some features that are not common and that render the house interesting. The main part of the building was erected in 1898 to replace a house burned on the site a month previous. This main section is 24x32 feet and 60 feet high. The bins were constructed of 2x6's and 2x4's and the outer wall was covered with steel siding. On the right of this section there was erected an ear corn crib of 5,000 bushels' capacity, attached to which is a smaller building used as a cob-house. The elevator has two stands of legs, one of which has 7x7x14 inch cups and the other a specially made cup 7x7x10 inches in size. To the left of the steel-clad section is an addition of the same width and height of the original elevator in which are two bins for oats, giving storage for 12,000 bushels of that kind of grain. The total storage capacity is 30,000 bushels.

Besides the leg equipment named, the elevator machinery includes a Fairbanks-Morse Gasoline Engine of 22 horsepower, a 500-bushel Fairbanks Hopper Scale, a No. 6 Dickey Cleaner, through which all grain handled by last described leg must pass before going to the storage bins, and a Victor Combined Sheller and Cleaner, located at the top of the building. There is also a feed grinder located in the basement, which has an elevator to raise ground feed to the hopper on the working floor.

Being located on a side hill, the elevator has a fine 14-foot basement in which the hopper scale is located, instead of at the top of the building, as usually is the case. All bins are spouted to this hopper, and after weighing the grain is elevated to the loading bin, from which it is loaded by gravity through a Metcalf Loading Spout.

Another feature made possible by this basement is the large sink capacity under the two dumps, being no less than 2,000 bushels. These two spaces are divided by partitions, making four dump bins.

Power is transmitted by rope drives. Messrs. Nichols & Co. handle both grain and hay, and guar-

antee grades as well as weights within 1 per cent on hay and one-half of 1 per cent on grain.

### H. M. PARR RETIRES.

The old firm of I. M. Parr & Sons of Baltimore, who have been conspicuous as grain exporters for many years, retired from business on January 1 and is succeeded by the Canton Export Company, the incorporators of which are James A. Clark and Richard B. Clark, of Thomas S. Clark & Sons; Arthur F. Spice, of I. M. Parr & Sons; Charles E.

### CAR SWEEPERS DRIVEN OUT OF MINNESOTA.

The Minnesota Railroad and Warehouse Commission has at last issued orders that should drive the parasitic car sweeper out of the elevators of that state. The order is to the chief weighmaster to withdraw from service all deputy state weighmasters employed in elevators which shall permit "car sweepers" on their premises.

The professional car sweeper had become the same nuisance at Minnesota terminals that he is wherever else he is permitted on elevator premises. A long investigation by the commission convinced that body that the sweepers, originally permitted in the cars by the railway officials to relieve the carriers of the cost of sweeping the empty cars, the sweepers taking the grain for their pay, were also thieves. Always carrying a broom, the regular sweepers were permitted free access to the yards at night, and soon the practice of breaking into cars to steal wheat, flax, etc., was the result, the professional thief needing only to carry a broom to go about the yards unmolested at all hours.

Aside from the loss by direct stealing by breaking car seals, etc., the losses by the connivance of unloaders with the rascally sweepers were too heavy to escape notice. The unloaders are alleged to have been in the habit of leaving in the cars, some-

times as high as ten to twelve bushels of grain, which the sweeper would gather up after the car had been hauled into the yards from the elevator. The detectives found that the incomes of many of the sweepers were very liberal. One detective found that a sweeper in the yard of an elevator in North Minneapolis had sold 8,270 pounds of flax from October 1 to November 25, and had offered, in addition, twenty-five more sacks of the same grain. Another sweeper disposed of nearly 300 bushels of wheat at one time.

As an additional check upon thieving and short weights, the commission has created a class of employes to be known as "downstairs men," who will keep an eye on both loading and unloading. Every car unloaded will be inspected by a down-



ELEVATOR OF C. E. NICHOLS & CO., LOWELL, INDIANA.

Parr, of Parr & Johnson, and Walter Kirwan, of Kirwan Brothers Grain Company. James A. Clark is president of the company; Arthur F. Spice, vice-president and general manager, and Charles E. Parr, secretary-treasurer.

The change in the old firm of I. M. Parr & Sons, which had been in business since 1798, was caused by the retirement of Henry A. Parr, who contemplates a long trip abroad, after which he will devote his attention particularly to the business of the United Telephone and Telegraph Company, a \$5,000,000 corporation, of which he is president. Mr. Parr is also interested as director in the Maryland Trust Company, the Farmers' and Merchants' National Bank, the United Railway Company and other financial institutions.



stairs man before it is hauled out into the yards, in order to prevent unloaders from leaving grain to be stolen by sweepers.

### 100,000-LB. CAPACITY CARS.

The jumbo cars brought West by the Pennsylvania Railroad Company, carrying 110,000 pounds, have apparently been found to be a success, and 2,000 all told have been ordered. With corn, says the *Railway and Engineering Review*, only 105,000 pounds can be spouted in direct from the elevator—the remaining 5,000 pounds is then trimmed in without difficulty. As wheat is heavier the full load can be spouted in; but of barley, being much lighter than corn, only 104,000 pounds can be loaded into a car.

The tare weight of the 100,000-pound car (as taken from the cars now running) is 43,300 pounds. That of the 80,000 capacity car is 35,300 pounds, and that of the 60,000 pounds' capacity car is 28,600 pounds. The ratio of dead weight to paying load is only a little in favor of the 100,000 pounds car as compared with the 80,000. But this is only one of the advantages. Besides the technical advantages, appreciated only by railroad men, the big car has quite as important a bearing upon the periodical car famine. The real difficulty in famine times, or, rather, the greatest, is lack of adequate terminal facilities, says the paper named. It is evident that the use of cars of large capacity greatly reduces the yard and track room required for a given tonnage. The increasing congestion in cities and the growing expense of adding to terminals make it imperative that the business be handled with the fewest cars and locomotives possible. This car is no longer than the 80,000 pounds' capacity car, but carries 22,000 pounds more grain. A train of forty cars of 80,000 pounds' capacity would carry 3,520,000 pounds of grain when loaded to the 10 per cent excess limit; the same amount would be handled in thirty-two of the 100,000 pounds' capacity cars, thus requiring some 320 feet less length of track. In other words, the same amount of tonnage can be handled on 20 per cent less track room. Of course this percentage will be greatly increased if comparison is made with the older cars of less capacity.

### NEW ILLINOIS CENTRAL ELEVATOR AT NEW ORLEANS.

The 1,000,000-bushel elevator which the Illinois Central Railroad Company is building at Stuyvesant Docks is rapidly assuming form, and on December 15 the cribbing, ninety feet above ground was finished.

The elevator will have seven unloading sinks, with bottoms four feet below local water level, and located under two lines of tracks. It will be fitted out with conveying machinery for transferring of grain, including four lines of belt conveyors 400 feet in length to be run through double belt galleries. From the wharf a line of conveyors will be built in sections of 400 feet each, and will be equipped with marine spouts of 20,000 bushels' capacity per hour. There will be fourteen sets of 1,600-bushel scales.

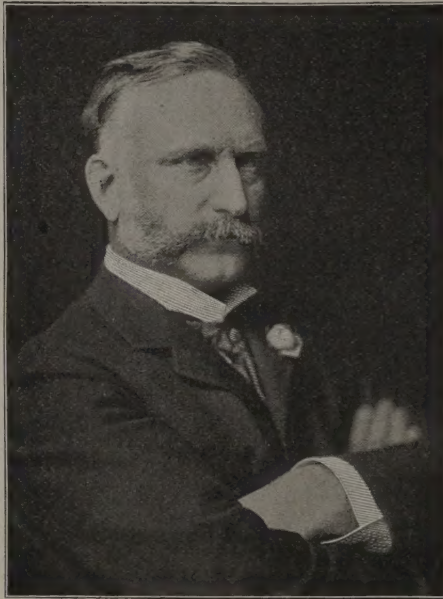
A novel feature of the elevator and power house is the concrete foundation. The concrete is laid on a foundation of 40-foot piles arranged in clusters of twenty-four, each cluster driven over an area of 5x10 feet. These clusters are arranged fifteen, center to center, in each direction, and are capped each by a layer of concrete seven feet thick. There are in all 4,000 piles under the elevator. The 165-foot smokestack is also a feature. It is the third brick smokestack of size to be built in New Orleans.

A traveler for a mill machinery house reports to us that in a recent conversation with Mr. C. B. Hoffman, miller, of Enterprise, Kan., the latter stated that indications were that 600,000 bushels of wheat would be fed in Dickinson County alone, while in the state at large there would be between 40,000,000 and 50,000,000 bushels fed, or nearly half the crop.

### F. H. PEAVEY DEAD.

Frank H. Peavey of Minneapolis died at the Auditorium Annex at 3:30 o'clock a. m., on December 30, after an illness of nine days, of pneumonia. Mr. Peavey, on the afternoon of December 22, went out shopping without wearing an overcoat and took a cold, which developed into pneumonia.

Mr. Peavey was born on January 18, 1850, at Eastport, Maine. He seems to have been one of those boys who, as President Garfield once said, are made by being "tossed overboard and compelled to sink or swim for themselves." He came West at fifteen years of age, and after some hard jostling as a newsboy in Chicago, got a place in the old Northwestern National Bank as messenger boy, from which place he was soon advanced to the bookkeeper's desk. Tiring of the banking clerk's monotony, however, he left Chicago at seventeen and went to Sioux City, then a booming western town, where he became an employee of H. D. Booge & Co., wholesale grocers, pork packers and farm implement manufacturers, of which firm he not long after became a partner, the firm's title being then Booge, Smith & Peavey. A year after this partnership was formed, the estab-



F. H. PEAVEY.

lishment was burned, when Mr. Peavey, having given his note for \$1,700 of the old firm's debts, formed a new connection with Mr. Frederick Evans, as Evans & Peavey. They were dealers in agricultural implements and got into the grain business because forced into it. Mr. Evans was a large land owner, and having had no place in which to store the wheat of his own farms, they built a house to hold 8,000 to 10,000 bushels, and began incidentally to buy grain. This partnership lasted until 1874 or 1875, when Mr. Evans retired and Mr. Peavey formed a new firm with J. S. Meekling at Sioux City to buy grain. An arrangement with the Sioux City, Minneapolis & St. Paul Railway (now the "Omaha" system) gave the firm an opportunity for a large extension of their business, which soon passed into Mr. Peavey's sole control.

It is about fifteen years since Mr. Peavey removed to Minneapolis to make that terminal his headquarters. There the offices of F. H. Peavey & Co., the parent company of the various "Pv" interests, is now located, this company being composed of the late F. H. Peavey, George W. Peavey, his son, and F. T. Heffelfinger and F. B. Wells, sons-in-law. Allied with this company are five "line" companies, as follows (for official data see "American Elevator and Grain Trade" for June, 1901): Peavey Elevator Company, Monarch Elevator Company, Duluth Elevator Company, all with headquarters at Minneapolis; Omaha Elevator Company, headquarters at Omaha, and the Midland Elevator Company, headquarters at Kansas City. These companies in June last operated 431 country

elevators, with an aggregate storage capacity of 10,500,000 bushels. There were also eleven terminal elevator companies, as follows: Peavey, Interior, Republic and Monarch Elevator companies at Minneapolis; Omaha Elevator Company at Omaha; Midland Elevator Company at Kansas City; Globe, Peavey, Duluth, Terminal and Belt Line Elevator companies at Duluth, and Peavey Grain Company at Chicago, the elevators of these companies having a total storage capacity of over 25,000,000 bushels, giving the Peavey interests storage capacity in the neighborhood of 36,000,000 bushels. Then there is the Peavey Grain Line Company, operating some 500 grain cars, and the Peavey Steamship Company, with four new lake vessels that cost over \$1,250,000. As president and commanding spirit of all these great enterprises, Mr. Peavey was facile princeps, the greatest grain merchant in the world.

Of his other business enterprises it need be said here only that he was president of the Cable Piano Company, a director of the Great Western and the "Soo" railways and of the Northwestern National Bank of Minneapolis, and a member of the financial firm of J. J. P. Odell & Co. of Chicago, as well as numerous land companies, etc. Mr. Peavey's fortune is estimated at \$2,500,000, not including \$1,376,000 of life insurance, of which one policy alone represented \$1,000,000. With but two exceptions (John Wanamaker, \$1,500,000, and Frederick Vanderbilt, \$2,000,000), Mr. Peavey's was the largest life insurance ever carried by one man in this country.

The members of his family present at Mr. Peavey's death were his wife, who is the daughter of former United States Senator Wright of Iowa, whom he married in 1872; his son, George Peavey; his daughters, Mrs. Frederick B. Wells and Mrs. Frank Heffelfinger; Mr. Wells and Mr. Heffelfinger; Major Jonas Cleland and his wife, a sister of Mr. Peavey; James F. Peavey of New York, his brother, and Mrs. A. D. Peavey, his mother. The body was taken to Minneapolis, where it was buried on January 1, from the Universalist Church, of which he was a member.

### SOME HAY FACTS.

[From a paper on "Hay," by E. L. Rogers of Philadelphia, read at the Eighth Annual Meeting of the National Hay Association.]

The farm value of the corn crop in 1900 was about \$750,000,000; that of hay about \$446,000,000; of wheat, \$324,000,000, and of oats, \$209,000,000.

But the most important question [in connection with hay] is the kind of hay to raise. Now, we have our grades of No. 1 and No. 2 and the several grades of mixed, and no doubt some would be willing to argue that a mixed hay makes better feed than any other. While I may agree with those that would use this argument, let me tell you we of the East want what will sell best; and that does not always prove that it is the best thing for a horse to eat. Now, that one kind of hay that sells best is nothing less than a pure timothy.

Timothy is the most popular of all kinds of hay. We read that timothy grass seed was carried from New England to Maryland in about the year 1720 by one Timothy Hanson; and the name of timothy hay was taken from this man's name. In England it was known as cat's-tail grass. Good old Timothy Hanson, your name will ever go down in history! I am sure were he among us to-day he would receive the unanimous vote of this convention as a member of the National Hay Association emeritus.

He won the heights; how long he had in view  
I would not like to say,  
But know he found the road to fame  
In bringing us the best of hay.

Now, clover is a very good thing in its way, and some of our friends on the other side of the water seem to be able to use it; but I cannot account for this in any other way than that it is cheap. No doubt there are those who can convince you that it is not a grass at all, but simply a weed. Well, the prospects are that we will have some demand this season from abroad for American weeds; so do not despair, you who have an over-



abundance of mixed and clover hay; but for the life of me I cannot conceive why our good farmers here in the West do not raise what is not only most wanted, but brings the most money—timothy. . . .

More attention should be given by shippers to the proper grading of hay before shipping, or at the time of shipment, to see that each and every carload is of uniform quality, or grade, in itself, as far as possible. Sales are made in the East largely on track, and a receiver or commission man should not be expected to sell the same car over several times, as is often the case when the hay through the car does not run as it appears at the door. In such cases the shipper is bound to be the sufferer; for after part of the car has been hauled by one purchaser, the balance soon becomes known as a refused car, and it is difficult to find another buyer at full price. In shipping hay, the same care should be taken to have the car of one straight quality as in the shipping of any other commodity. Do this and there will be less abuse heaped on the head of the commission man for his inability to obtain the market price of No. 1 Timothy for what perhaps is actually No. 3 or No-grade Hay.

A wonderful revolution in the hay trade has undoubtedly taken place since the organization of the Hay Association. The task of adopting grades of hay that come so near satisfying all parts of this great country is simply marvelous, and no one but those who fully understand and realize this difficulty can form any idea of what has already been accomplished in this direction. The conditions in one part of the country are so very different from those in other sections that what suits one state would not perhaps be acceptable to another; but when we stop to consider the very few changes that have been made in the Association's various grades since the incorporation of this organization, it is most gratifying indeed, and demonstrates the wisdom displayed on the part of the Association and the unanimity of feeling among the members. If so much has been done in so few years, is there not good reason to hope and to look forward to the continued growth of the Association, so fast becoming one of honor and power throughout the whole country?

### CASES OF DISCIPLINE.

The Chicago Board of Trade exercised its right to discipline its members for violation of rules by expelling A. R. Jones & Co., on December 17. The firm was charged with uncommercial conduct in not paying to a customer money due him and also in furnishing quotations to an alleged bucket-shop. Levi C. Geahart was at the same time suspended for sixty days for applying for a ticker for himself when, in fact, it was used by an alleged investment company or bucket-shop.

In the case of Jones & Co., the charge was made by Eschenberg & Dalton, acting for C. P. Emerson of Cedar Rapids, Iowa, that Jones & Co. had withheld \$1,400 due J. V. East & Co., from a credit of \$3,700. It was further charged that Jones & Co. had induced Emerson and East to withdraw suit begun in Iowa on a promise of arbitration and that they had afterward refused to arbitrate.

After the expulsion an injunction issued on December 19 by Judge Tuley on petition of Jones & Co., restored the latter temporarily to their rights as members of the board, but when the traders of the firm appeared on the floor of the exchange the members refused to deal with them. On December 24, however, Judge Hanecy dissolved the Tuley injunction and declared the expulsion effective and valid. On December 28, the firm announced a transfer of its western business to George H. Phillips as a step to its formal retirement. The firm will appeal from Judge Hanecy's decision mentioned and will endeavor to retain its membership, although retiring from the commission business.

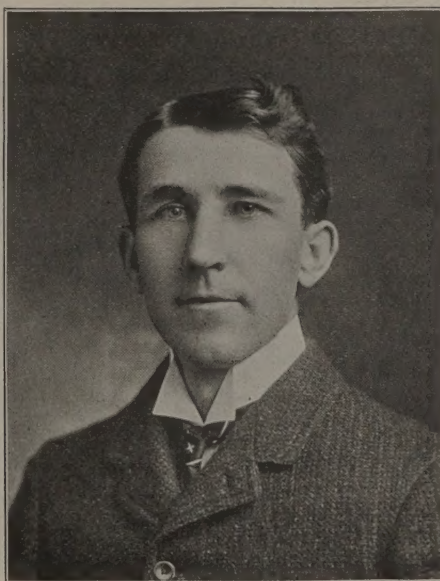
On December 20, Judge Tuthill made perpetual an injunction forbidding N. E. Wheaton from going on the floor or to use in any way a certificate of membership claimed by Oliver C. Nelson to be his.

Send us the grain news from your county.

### L. W. DEWEY.

While in these days financial success is the criterion by which many measure the worth of a man, the highest standard is, after all, not personal success alone, but that which is accompanied by the altruistic spirit. Every man owes something to the world, to be repaid, and especially is he bound in honor and good conscience to do his part to benefit as he can the line of business from which he extracts such good things as the material world holds in store for him. Some men recognize this truth, and by living up to their sense of this duty obtain that honor among right-thinking men which should be a more satisfying possession than any other form of success. L. W. Dewey of Dewey Bros., Blanchester, Ohio, is a man of this type—one of the not too numerous class of grain and hay men of Ohio whose efforts to lift the grain and hay trades to higher levels fail of complete success only because of the inertia of the majority.

Born on November 27, 1867, in Pike County, Ohio, Mr. Dewey lived on a farm until he reached the age of nineteen. In the meantime he received a good education in the schools of Blanchester, and after graduating from the high school of that



L. W. DEWEY.

place finished at the National Normal University at Lebanon. Then he taught school (1886-1889). With no experience in buying hay or grain and with very little capital, he formed a partnership with his brother, J. S. Dewey, on August 26, 1889, at Blanchester, as Dewey Bros., to handle hay and grain. The business has been well managed, and Dewey Bros. have made some money, which they have invested in extensions of their business—a branch warehouse at Leesburg, opened in 1892, with J. J. Dewey in charge; the purchase of the Leesburg Roller Mills in 1895, to which they added an elevator in 1896 and which they remodeled (150 barrels' capacity) in 1899, and to these possessions others have been added from time to time, until at present the firm operates branches at South Charleston, Lynchburg, Russell Plain, as well as at Leesburg, all with local superintendents in charge, making their business one of the most extensive of its kind in Ohio—indeed, of hay Dewey Bros. claim to be the largest country shippers in the state.

Meantime L. W. Dewey became conspicuous as one of the leaders of the trade in Southern Ohio in association work. Naturally he first turned his attention to the National Hay Association, in which he soon became prominent, being elected a director in 1898 and again in 1901. His ability was still further recognized last summer by a tender of the office of secretary-treasurer of this Association upon the resignation of Mr. Peterson, but he felt that his own business would not at this time permit him to accept the work, much as personal in-

clination and a sense of duty to the trade might urge him to do so. At the Baltimore convention (1900) of this Association he presented a paper advocating the organization of a national bureau of hay inspection, in support of which he made a strong argument. It is, of course, a large and important proposition—so large, in fact, that it is still in advance of the majority of the Association, although many agree with its author that the proposed system would be a great advantage to the majority of those engaged in the hay business and believe that in practice it would result in greater good than anything as yet undertaken by the Hay Association. However, as all questions of this sort are never really settled until they are settled "right," the national bureau as a trade proposition is still "open for discussion."

In November, 1898, Mr. Dewey turned his attention to the organization of the local grain dealers, and called a meeting at Blanchester, which resulted in the formation of the Southern Ohio Grain Dealers' Association, of which he was elected secretary and treasurer. This Association remained in existence for about a year, but although it considerably benefited the trade during that time, the dead weight of the "suckers" who preferred to "go it alone" at last dragged it down, and as a result the fighting goes merrily on, as it must do, to a certain extent, in all unorganized territory.

Until about five years ago Mr. Dewey spent a large part of his time as traveling salesman, but the growth of the business now requires his entire time at Blanchester as general manager of this, the central office. This brings him in close touch with the town and its affairs, in which he takes a laudable interest. He is treasurer of the Blanchester Water Company (incorporated). He is interested in political affairs also, both local, state and national. As a pronounced Republican he is one of the recognized leaders of the party in power, but is never even remotely an office-seeker. In Masonic life he is prominent as a member of Blanchester Lodge, A. F. & A. M.; Blanchester Chapter, R. A. M.; Wilmington Commandery, K. T., and of Syrian Temple, A. A. O. N. M. S.

### THE BEAN CROP.

In spite of Boston traditions, it was not the example of our cultured forefathers, physical or literary, but the American Civil War, that made the fortune of the American field bean. During that unpleasantness the Federal government made the bean a part of the ration, and when the armies were disbanded the soldiers carried their bean habit back with them to their homes.

Statistics of the production of beans are very imperfect. One of the largest producers—New York State—keeps no statistics of the crop, nor does Wisconsin, another heavy producer, except for the state census years, the fifth of each decade. The United States Agricultural Department, therefore, estimates the crop at an average of 235,000,000 pounds per annum for the five calendar years 1895-99. This is not enough to supply the home demand. The largest producers are the states of New York, Michigan, Wisconsin, California, Minnesota and Illinois, although in the last two named states the crop is confined as a rule to small tracts such as those of truck farmers. The largest crop on record was that of 1897, which included 3,049,135 bushels grown in Michigan and 1,199,578 in California. These totals had declined in 1899 to 1,558,838 bushels for Michigan and 691,148 bushels for California, due in California to unfavorable climatic influences and in Michigan to loss of acreage. Yet the value of the Michigan crop, which covered only 138,810 acres for the year 1900, was worth about \$2,338,000, or about 25 per cent of the value of the wheat crop of the same year.

The principal foreign markets for beans are the West Indies and the Central American states, Cuba being a large buyer whose demands are annually increasing. Of American exports Cuba took 31 per cent. The exports have been enlarging annually, having been for the year ending June 30, 1901, 132,290 bushels, against only 53,756 bushels in 1897. But as the United States do not grow enough



beans and peas to supply home demand, much less to export also, she is herself an importer (1,095,805 bushels in the year ended June 30, 1901) from Canada and Austria-Hungary from 70 to 80 per cent coming from Canada. France, Germany and Italy and also Mexico send us some beans.

California is specially distinguished for her lima beans, that state alone furnishing at least three-quarters of the supply of the United States, or perhaps of the world. Ventura and Santa Barbara counties are the center of the industry. A typical lima bean ranch is one in Ventura County of 1,700 acres. After the spring rains the ground is prepared with all possible speed, sometimes as many as fifteen six-horse teams going at once, each with a gangplow of four 10-inch plows. The bean planters put in four rows at a time, and enough of them are used to seed 150 acres a day. The young plants no sooner make their appearance than cultivating begins and is kept up continuously until the beans are ripe.

The steam thrasher had a crew of forty men, and kept three six-horse teams and one four-horse team busy hauling the beans from it to Ventura, two miles away," says the Los Angeles Herald. "A fine steam thrasher, with a capacity of 2,000 to 3,000 sacks per day, has just been added to the ranch's stock of machinery. It would be running day and night could men enough be secured. But the demand for help is greater than the supply. As it is, they run till 10 or 11 o'clock at night, are lights furnishing the illumination."

### STOPPAGE IN TRANSITU.

[From a paper by J. B. Daish of Washington, D. C., read at the annual meeting of the National Hay Association.]

"Stoppage in transitu" has been defined as the "resumption by the seller of the possession of goods not paid for while on their way to the vendee and before he has acquired actual possession of them." The right is an extension of the seller's lien for unpaid purchase money.

The requisites of the right are three in number, to wit: The goods must have been sold on credit; they must be in transit, and the right must be exercised before delivery; and, lastly, the buyer must be insolvent. The right vests in the vendor when he sells goods on credit. Thus, if they be sold for cash, no right will vest; and the seller could not, under such circumstances, resume the possession of them. The right arises solely upon the insolvency of the vendee, though in mercantile transactions the right is often exercised when actual insolvency of the purchaser has not occurred.

The right may be exercised by either the seller or one who stands in that relation to the goods, as a broker or factor, who may exercise the right as and for his principal. It is essential that the goods be in transit, in the hands of a third party, unpaid for and the buyer insolvent. If the goods be partly paid for, the effect is only to diminish the claim proportionately, and the seller is not bound to return the money on that portion upon which payment has not been made. If the goods have been paid for by note, or bill payable at a future time, the right is not lost to the seller, and this though the notes be in the hands of innocent third parties.

The goods must be in transit. If they have not been moved, the seller may reclaim them, for they are not yet considered out of his control. Thus, where the goods were in the warehouse or on the siding of the seller he can hold them, exercising his absolute control. Also, the transit must not have ended. Transit may be said to have ended when the goods have come into the actual or constructive possession of the purchaser or been delivered to some person for him. If the goods have reached their destination under orders for shipment and it requires new orders from the purchaser to put them in motion, delivery has been made. Mere arrival at the place of delivery does not, however, constitute delivery, nor will the unloading and placing in the warehouse of the carrier. As long as the goods are in the possession of the carrier, or

some one for it, they are, as yet, undelivered; but if the carrier becomes the agent of the purchaser for the possession of the goods, they are then said to be delivered. This agency for the retention of the goods must be at the consent of the carrier; for the purchaser cannot make the carrier his agent without an agreement, either expressed or implied. The delivery is then determined by ascertaining whether new orders are required to put them in motion. If no orders are needed, the delivery is complete. If the agent be one in the nature of a forwarder, the goods cannot be said to be delivered and the right still exists. If the carrier wrongfully refuse to make delivery when destination is reached, the delivery is said to be constructive; the transit will be construed to have ended and the right of the seller will be defeated. Where part of the goods have been delivered it is a prima facie delivery of the entire shipment, and one relying upon the fact that it constitutes full delivery must show that it took place under such conditions as to make it a constructive delivery, for such a person is in law subject to the duties of a carrier. The payment of freight charges alone does not constitute delivery of the goods; the amount paid may be returned and the goods retained. Delivery to the vendee of the vendee as a sub-purchaser will accomplish an effectual delivery as if delivered direct to the first vendee. Thus,

own peril, and so also, if he does not use reasonable diligence to prevent delivery.

The right is lost either by the vendor obtaining possession, or by the seller's indorsing the bill of lading and transmitting it to the vendee, or disposing of it to a bona fide purchaser for value; if, however, the transfer of the bill of lading is only as collateral the right is only reduced pro tanto.

The right is not lost by an assignment of the purchaser for the benefit of creditors; nor can a creditor of the purchaser attach the goods and thereby defeat the right; nor will delay in the exercise of the right prevent its use, if the possession of the goods be resumed before the transit is at an end.

The effect of the exercise of the right is that it does not rescind the sale but simply places the parties in as nearly the same position as they would have been had the vendee not parted with his property. The lien of the carrier for charges is in no wise changed, and it may retain possession until the freight and charges are satisfied.

### ELEVATOR AT STILLMAN VALLEY, ILL.

The highest testimony to the fertility of the soil and of the industry of the farmers of Ogle County, Ill., is perhaps the statement that at the single



ELEVATOR OF C. J. REEVERTS AT STILLMAN VALLEY, ILLINOIS.

where A sold goods to B, who in turn sold to C, and B became insolvent, and the goods were delivered to C, it was held that the carrier was not liable for failure to stop delivery. If the carrier at the request of the vendee delivers the goods before the actual destination is reached, delivery is complete; but if the goods be delivered to the agent of the buyer upon his interception of them and he send them to another destination, the seller's right is not thereby defeated.

The third requisite is that the buyer must be insolvent. This insolvency must be unknown to the seller at the time of the sale, but must have arisen, or, at least, become known to him, thereafter. If the vendor stops the goods and the purchaser be solvent, he exercises his right at his own risk. An exercise of the right is equivalent to alleging that one is insolvent; and if wrongful, the vendor is liable in a civil suit. The term insolvency means in this connection an inability on the part of the buyer to pay his debts in the ordinary course of business and not some particular debt.

The right is exercised, as we all know, by giving notice to the carrier, or to the party who may have the goods in his possession, the vendor stating his claim and a request not to deliver to the consignee but to hold the goods subject to the vendor's order or to make delivery to another. As a rule, no particular form of notice is required; it should, however, be given to the person in possession of the goods and at such time and such place, as that by using reasonable diligence he may prevent the delivery. If the carrier refuses, he does so at his

station of Stillman Valley, on the C., M. & St. P. R. R., 80 miles west of Chicago, over 300,000 bushels of grain were shipped during 1901 up to about December 10. Considering that Ogle County is prominent as one of the stock-raising and dairy counties of the state, this record for a county comparatively so small is an excellent one.

Our illustration of C. J. Reever's elevator shows the character of the permanent buildings of the grain trade of the county. This house has a capacity of about 15,000 bushels and is equipped with modern machinery, including a feed mill, all operated by a gasoline engine.

The house has a generous patronage from the farmers of the county, many of whom travel longer distances than may actually be necessary to sell their stuff in order to deal with Mr. Reever's.

The new Central Elevator Company at Baltimore has taken charge of the Pennsylvania Railroad Company's elevators and has announced a reduction of rates to "three-fourths of a cent per bushel and twenty days." The rate thus abolished was 1¼ cents and ten days.

An authority at Portland, Ore., says that about 1,000,000 bushels of barley, 350,000 bushels of wheat and perhaps 100,000 bushels of oats from the Columbia Valley will find a market in the East this crop season. Most of the oats will go to Colorado. One of the factors in the movement of the grain is a reduction in the freight rate to Utah and Colorado points from Columbia River points from 90 cents to 60 cents per 100 pounds.



## THE SHIPPER'S RESPONSIBILITY FOR SHORTAGE.

[As chairman of the Kansas Grain Dealers' Association and of the committee of that Association in charge of the late Check-Weight Bureau at Kansas City, Mr. L. Cortelyou of Muscotah has had unusual opportunities for studying the shortage question. Some results of his observations were given in a paper read before the Grain Dealers' National Association at Des Moines, from which the following is taken.]

First, taking up weighing in the country. One must acknowledge that often what looks like a shortage at a terminal market is only an apparent one and is caused by errors of various kinds, or improper weighing facilities in the country. Under the head of errors we find often that when grain is weighed on wagon scales and shoveled into cars, a load or more is put in the wrong car, or, as in one case we heard of, never put in the car at all, the seller, as the car was at some distance from the office, having made other disposition of it, and in weighing the empty wagon back received pay for grain that was never delivered.

Another error arises in small elevators from leaks in bins, and is best illustrated by the experience of one of our Kansas shippers. This dealer had been sending in his shipping notices regularly and his weights were all right until one car came in that showed a shortage of 75 bushels from his invoice weight. He raised a howl about the shortage, but we could find nothing to help him out. Some time afterward he wrote us that he had found his wheat on top of a bin of oats that was immediately under his shipping bin. His shipping bin had sprung a leak. Had this shipper not been honest enough to write these facts to us, here would have been another of those unexplained shortages that never are accounted for. I believe many of the reported shortages are to be accounted for in this way.

Again, I am sure that all country scales are not accurate. Of course, this does not apply to the better grade of country elevators which have good hopper or track scales that are tested regularly and kept in order, but to the platform scales used by most country shippers. These are not tested very often and in many cases are faulty. I wish one could impress more strongly on the country dealers the necessity of greater care in this line. My own experience teaches me that these scales need constant watching. Dirt, snow or ice accumulates underneath them, or they bind at the sides or ends, and do not weigh properly. Many a country grain dealer's reputation suffers among his farmer customers from some such cause.

I have advocated in the Kansas Association that the dealers on each different line of railroad should employ an efficient scale expert every six months, or, at least, every year, who would go over the entire line testing and repairing all the scales. This, as you can see, would minimize the cost, and then country dealers would be in a much stronger position to demand the adjustment of their claims for shortage either against the terminal market or the railroad company, as the case might be. Such a movement was started in our Kansas Association in 1901, and I am sure all country grain dealers will find it greatly to their advantage to take this matter up and push it along.

## COMMERCIAL EXCHANGES IN RUSSIA.

The Russian Minister of Finance has under consideration a measure for increasing the number of commercial exchanges in the Russian Empire. A writer at St. Petersburg takes the opportunity to review the situation. Owing to the influence of established Russian custom, he says practically the only exchanges at present are at certain taverns, each frequented by members of one particular trade, at which the business is transacted over a cup of tea. Even the plans for corners and combines are arranged at the taverns.

There are, nominally, twenty-five commercial exchanges at the present time in Russia, but the greater portion of these show no evidence of life, and the official inquiries addressed to them by the Ministry of Finance frequently remain unanswered.

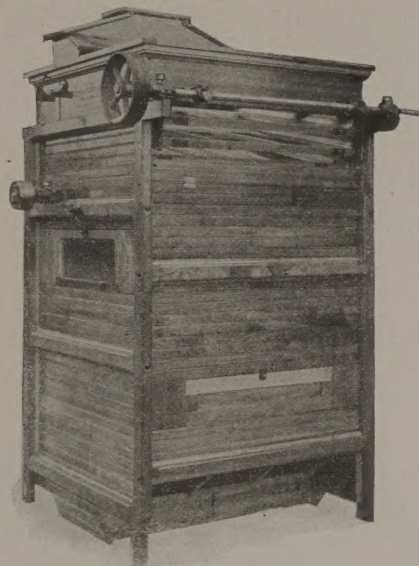
At Odessa, for example, there is a corn exchange, for which the local merchants have built an extremely handsome building in the Moorish style, of which the walls and ceilings are painted by the best artists. Notwithstanding this, there is still no corn exchange at Odessa, for the dealers prefer to transact their business at their own offices or in the tavern, and the middleman practically controls the market, for the grain for exportation invariably passes through the hands of a local agent. It is evidently not the interest of these gentlemen that direct relations should be established between the seller and the buyer of the goods, but in Russia it is precisely to these adversaries of direct trade that the organization of the exchanges of commerce is confided.

The writer concludes that these institutions can never be of real utility until they are placed under the control of the municipalities, the Zemstov, or of trusts constituted by the producers themselves.

## THE WIZARD MILL AND ELEVATOR SEPARATOR.

The value of a machine for grain elevator and mill use depends largely upon its capacity in proportion to size and the amount of power necessary for operating it. In the Wizard machine, shown in the accompanying illustration, these points are claimed as special features.

The machine is compactly made and built along



THE NEW WIZARD SEPARATOR

the lines of the Wizard Purifier, a machine well known in the milling industry. In addition to the essential features of that machine there are added two perforated zinc screens carried on one shoe and built into the upper part of the separator. The first or upper screen receives the incoming stock. The perforations are of a size to allow the wheat to pass through freely, while the coarse straws, chips and other matter are delivered outside the machine. The wheat, being freed from small seeds, dust, etc., drops onto the lower screen and falls into the front air duct, where further cleansing is accomplished by the continuous air belt, which is a special adjunct of the "Wizard." The impurities are deposited in the interior hoppers and delivered from the side. The work all being done in an inclosed case, the promiscuous scattering of dust and litter is avoided.

The machines are built by the Davidson-Martin Mfg. Co. of Port Huron, Mich., and is but one of the machines of the well-known "Wizard" make.

The Illinois Corn Growers' and Stockmen's Convention will meet at the University of Illinois from January 21 to 31, inclusive. A corn session of two hours will be devoted to the discussion of various topics of special interest to the farmer, and a lecture will be given each afternoon having direct bearing upon either corn or live stock. Sessions for corn judging and stock judging will be conducted through the day for those who desire to take special work in this direction.

## RESPONSIBILITY OF RAILROADS TO SHIPPERS.

[A paper read by Senator E. H. Wolcott of Wolcott, Ind., at a meeting of the Regular Grain Dealers of Indiana, held at Indianapolis on January 8, 1902.]

The question of responsibility is largely of a dual character, and while I am to discuss the question of the "Responsibility of Railroads to Shippers," in order to strengthen the discussion I must also define and place before you some of the duties of a shipper which must be observed before the question of railroad responsibility can be clearly discussed. I am speaking now solely of the small shipper, and those dependent upon single lines of railroad, where the question of special responsibility can be placed and the erring party designated. This cannot readily be done where shippers are using several different lines of road.

Of necessity, the relationship between shipper and carrier is most closely defined. Without the railroad the shipper would not be in business; without the shipper the business of the railroad would be unprofitable to more or less extent. No shipper ever entered business without full and complete assurance from the local railroad that his business would be protected to the fullest extent and that no discrimination would be shown against him. Largely upon these assurances he is persuaded to erect his elevator and commence the business of buying grain. Shipping it is another story, as we have all found to our sorrow during these last few years.

Having erected his elevator, having expended his means, and devoted his time to building up a trade, all largely upon the assurance of the local railroad that his business would be fully protected, it is evident that the railroad has assumed certain responsibilities and is beholden to the shipper to that extent. The shipper, on the other hand, in order to properly place these responsibilities, has certain duties to perform. The railroad company should be advised, when sales are made, of the amount sold, the number of cars needed, and the time of shipment; and this in writing. Any car that seems improperly coopered, has a leaky roof, poor ends or a bad odor, should be reported at once to the railroad agent before loading; then, if ordered to go ahead, the shipper should make proper data, so that any claim can be substantiated. In all my experience I have never found much difficulty in collecting damage, or shortage, claims, when we had sufficient and conclusive evidence to support them.

The principal troubles that country grain shippers have to contend with in their dealings with railroads are shortage of cars, advances in rates and shortage claims at terminal points. The first two are largely interdependent; or, rather, eliminate the first and the other would take care of itself. The last is much the least in consideration, but is a source of great annoyance and considerable small losses.

Railroads as common carriers are bound by certain laws and are supposed to provide transportation for all shipments tendered; but I can assure you, speaking strictly in confidence, that they do not.

The most serious question that confronts the grain dealer—that which retards his ability to do business and frequently threatens him with disaster—has under certain conditions a remedy. If the railroad discriminates against the shipper by giving empty cars to competing points and causes him loss, all that is actually provable can be collected; so have held the courts. But the difficulty in proving the discrimination is such that few suits are or can be successfully tried. The trouble is of such a character that only national legislation can provide a remedy. When the laws can be made so effective that the open and published rate will govern all shipments, a great deal of the evil will be abolished, and the bill that is now being pushed by the executive committee of the Interstate Commerce Law Convention, as an amendment to the Interstate Commerce Law, should be indorsed by all shippers; and this convention should instruct our secretary to send our approval and indorsement of the bill to each member from Indiana and to our two senators.

In discussing the mere abstract question of re-



sponsibility, there is but little satisfaction unless some remedy is suggested. That railroads are responsible is undisputed; but what is our recourse? is a question capable of much discussion and many diverse views. There appears to be a certain remedy for this question of car shortage which is equitable and just. There is no question but that modern elevator construction has undergone a great change, due largely to the inability of railroads to supply transportation when needed. Instead of elevators of 20,000 and 40,000 bushels' capacity, at one time considered large for a country point, they are now being constructed with capacities of 100,000 to 150,000 bushels, and the last erected on our line has a capacity of 300,000 bushels. Why is this? Not to store grain for speculation, as carrying charges are not sufficient for this purpose, with the high rate of insurance and interest in vogue in the country. No, it is not this; it is to enable the shipper to take care of his trade when he cannot get transportation. In reality the shipper is building a storage depot for his local railroad to hold grain until the time arrives when they will supply him cars for shipping it. Now, it is a custom among railroads, when a car is held over 48 hours, to charge shipper demurrage; so if grain is tendered for shipment and the railroad does not supply the cars, then the railroad should pay charges accrued in carrying this grain until they supply such transportation. Such charges as insurance, interest, etc.—all the elements that enter into the expense of carrying grain, after it is tendered for shipment—should be borne by the railroads, as they are responsible for these expenses when they do not supply cars to the shipper when demanded. This rule would also encourage the erection of larger country elevators. But this question opens up such a large field of suggestions, that I will not try to discuss more points than I have; and now proceed to the question of advances in rates.

This trouble is not so serious as in former years, as rates are more stable. The loss arising from an advance in rates is due largely to the amount of grain on hand or contracted. The worst phase of it is the usually short notice given—ten days. This affords the shipper absolutely no protection to speak of. Rates also always advance when cars are scarce and difficult to secure. Plenty of cars would, of course, be a solution; but as a superabundance of cars cannot even be thought of, there should be at least thirty days' notice before any advance is made. Most large sales are on thirty days' shipment; and on ten days' notice a shipper is often caught on sales that the shipper is compelled to fill out at the higher rates. There should be a stable rate; but if that cannot be secured, at least sufficient notice should be given to protect shippers on sales. Our city cousins have this remedy. They contract rates in advance and are protected; we in the country, if we cannot secure this relief, should have sufficient notice.

The question of terminal shortages can be the easiest of solution. Each station shipping over 150,000 bushels of grain should be provided with railroad track scales, and the agent made official weighmaster. Then the railroad should give the shipper a clean bill of lading. This, of course, would be final as between buyer and seller. It would entail some expense upon the railroads; but a maximum weighing charge of 50 cents a car would be ample to pay good interest on the investment and maintain all repairs.

While I feel that in discussing this question I have been more or less superficial, it is difficult to discuss a question so large as the relationship between railroads and shippers in such a short article and go into all details. I have only tried, therefore, to touch upon the most important points, and those only to slight extent. Before I conclude I wish to digress somewhat from my subject. The time has come when there should be a secretary of commerce in the President's cabinet. The interests involved, including domestic and foreign commercial relations, are far superior to any other in the United States. I think also a commissioner of commerce should be elected from each state. Each state has so many local interests especially

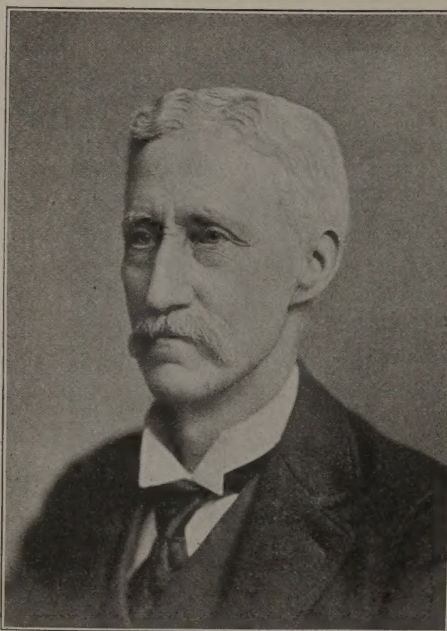
depending upon the natural resources of the state that only those familiar with such conditions can fully protect such interests. The Interstate Commerce Act should be amended as the bill before referred to provides, and deputy commissioners should be employed, if necessary, to see that the laws are enforced. I do not believe in government ownership of railroads, but I do believe the government should control all matters relating to their published rates, or where the public suffers from discrimination, and that shippers should not be compelled to bring personal suits to secure their rights.

I feel confident that the larger railroads would readily lend their aid and assistance to help establish uniform and just laws, to establish equitable rates, and to maintain them. Violations and discriminations are largely due to distrust and to the smaller and irresponsible roads bidding for business and compelling them often to take business at a loss.

In conclusion, I feel confident we can have the hearty coöperation of the railroads if we could bring about stable and uniform rates.

### N. W. HOAG.

Although located in a town of some 3,000 people and surrounded by as fine farming country as lies



N. W. HOAG.

in Southern Wisconsin, N. W. Hoag of Delavan, who has been in the grain business there for about twenty-six years, is able to say that in all that time there has never been a carload of grain bought in or shipped from Delavan that has not been bought and shipped by himself. This certainly is a remarkable record, and a discouraging one to itinerant dealers who might be disposed to invade his station.

Mr. Hoag is a native of New York, having been born on a farm in Montgomery County in 1835. The farm kept him until he reached eighteen years of age, when a life of farm work, varied by intervals of "picking stone," was abandoned for that of the country store. At the age of twenty-one he came west and settled at Darien, Wis. This was in 1856. For the next fifteen years he was engaged in the mercantile business at Darien. In 1871 he sold out and went into the lumber business in Door County. Four years later he removed to Delavan and built the elevator he now operates. As before stated, he has had, since going to Delavan, complete control of the grain trade of that place, and has done also a large and very satisfactory business in feed, coal and live stock. Mr. Hoag comes from old Quaker stock, and the proverbial Quaker integrity has controlled all his business transactions. The strength of his position in Delavan is due, therefore, to natural causes. He has made it a rule that his business transac-

tions shall be satisfactory to his customers in all events. While, of course, the practical applications of this policy may cause sacrifices of profits temporarily, in the long run it has made him the "whole thing" in the trade at Delavan, whose former patrons simply "can't get along without Hoag."

Mr. Hoag married Laura A. Dodge at Darien in 1857. They have three children. Frank D., the eldest, holds a responsible position with Hibbard, Spencer, Bartlett & Co., Chicago, having been at the same desk in that house for over twenty years; Henry S. is in business with his father at Delavan, while the daughter, Gertrude W., is at home, the mother being an invalid.

### CLEVELAND'S GRAIN TRADE.

At the recent banquet of the new Cleveland Grain Dealers' Association, F. A. Scott, secretary of the Cleveland Chamber of Commerce, made the following statement with regard to the grain trade of that city:

"The grain business of Cleveland began to be a factor in the city's growth about the time that the first appropriation was made for harbor improvements; that is to say, about 1825. Early history shows that Noble H. Merwin settled in Cleveland about the year 1815, and in 1825 established a warehouse at the foot of Superior street.

"Mr. Merwin had a contract for furnishing supplies to the United States Government and the Hudson Bay Company, and it is said that he owned 100 acres of land on that part of the flats then known as the 'Ox Bow,' which embraces all of the land south of Superior street that is now occupied by Merwin, Columbus, James, West, Leonard and Center (then Division) streets and connections. This land was used principally for the production of the hay required in filling his contracts.

[In addition to these Mr. Merwin is said to have kept a hotel, to have had a slaughtering and packing house on Merwin street and also to have erected sheds for hulling corn by the lye process.]

"The growth of the city and of the grain trade have gone hand in hand with the development of transportation facilities. Harbor improvements were begun in 1825, and in the same year the Ohio Canal was begun. The river channel was opened in 1827, and the canal was finished in 1832, and these improvements had their effect on the grain business. The grain shipments coming by the canal to Cleveland, and going east from this city, became very heavy, and a thriving business was built up at this port.

"There was an unusually heavy export business from this country in 1847, and the grain shipments from Cleveland consequently were large, and our merchants and vessel owners had an unusually profitable year.

"The necessity for better facilities in the grain trade led to the organization of the Board of Trade in 1848, and from this time on the trade is more or less connected with the Board of Trade and the Chamber of Commerce.

"An inspection department was established by the Board of Trade in August, 1864.

"The statement of the trade and commerce of Cleveland prepared for the Board of Trade by J. D. Pickands in 1867 shows the following receipts and shipments in the grain trade:

|              | Bushels<br>received. | Bushels<br>shipped. |
|--------------|----------------------|---------------------|
| Wheat .....  | 1,858,821            | 998,770             |
| Corn .....   | 2,547,000            | 2,670,110           |
| Oats .....   | 1,319,621            | 1,234,574           |
| Barley ..... | 233,165              | 75,681              |
| Rye .....    | 48,283               | 42,925              |
| Total .....  | 6,006,890            | 5,022,060           |

"There was a decline in the business from the early '70s until about 1880, when a large corn business was built up between Cleveland and New England.

"In 1897 there was a large increase. This increase continued so that the year 1900 is the largest of any year in the history of the city, the total receipts being 28,223,773 bushels, and the total shipments 22,493,465 bushels.

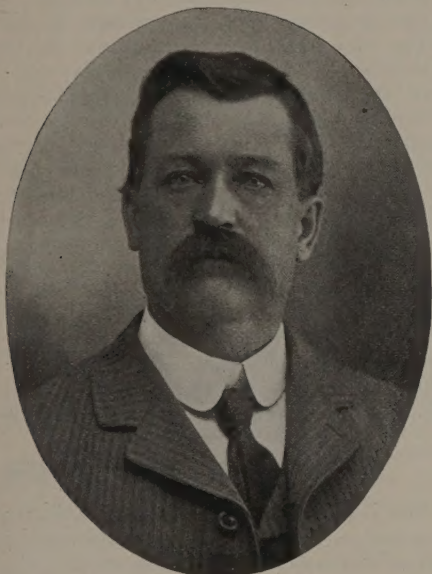
"The grain trade to which these statements



largely refer is, of course, the wholesale trade, and the figures can never present to our minds the picture of industry that they represent; the growth in the commerce of this city as a lake and railroad center; the developments here of great business houses; the earnest efforts of hard-working merchants and shippers who became, through their work, the representative citizens of Cleveland; and the general prosperity of the city which followed along with their individual prosperity, and as a result of public-spirited efforts outside of their business."

### CHARLES HUNTER.

Charles Hunter of Inavale is still a young man, yet he is one of the pioneers of the great state of Nebraska, a large part of which he has seen de-



CHARLES HUNTER.

velop from a tenantless plain to a populous country abounding in material wealth and comfortable homes. Born at Conneaut, Ashtabula County, Ohio, in 1851, he was taken when but five years old to Darlington, Wis., where he grew to manhood. Wisconsin was in the raw in those days, but the young fellow had the grit and perseverance to get a good education, which he improved by teaching school during those winters which he did not spend in the pineries in the northern part of the state—a hard life under hard taskmasters, whose best and really only recommendation was the realizing sense it brought of the stern reality of life and the bodily health it gave.

On arriving at his majority he cut loose from home and struck out for the prairie country of Nebraska, taking up a homestead in the famous Republican Valley, where he has since lived. Hard work here continued to be "the divine law of his existence," the work on the homestead being alternated with school teaching, with a buffalo hunt for recreation.

On reaching the Republican country, he began at once to raise and fatten stock, a business which grew to be so extensive that in 1892 he had to build a large modern elevator and roller feed mill. This let him naturally into the grain business, to which he has since given such attention that he may now be called a "thorough grain man," although handling stock as well. Indeed, in some seasons, as during the winter of 1897 and the summer of 1898, when he fed 600 head of cattle, all of which made money for him, he did more in stock than in grain directly. His profits have gone largely into Nebraska farm lands, of which he is now the owner of nearly 1,000 acres. Part of this lies in the valley and is covered with alfalfa, and from which he last season cut over 300 tons of hay.

G. W. Damon, manager of E. A. Brown's elevator at Fulton, Ill., recently sold 30,000 pounds of wild mustard seed, which had been taken from barley cleaned at the elevator last fall. The seed went to parties in Chicago and brought \$1.10 per 100 pounds.

### MILLERS' NATIONAL INSURANCE COMPANY.

The twenty-sixth annual report of Secretary W. L. Barnum of the Millers' National Insurance Company (fire mutual) appeared on January 1. In some respects it is a "twice told tale;" for in 1901, as usual, the company added to its business and resources, and at the same time it paid all its losses at a net cost to the insured of only about 50 per cent of stock company rates, and this in spite of the fact that generally speaking the year 1901 will be remembered as a disastrous one to the fire insurance companies; few of them made money and thirty-seven stock companies, foreign and domestic, ceased doing business in this country during the year.

The financial statement shows cash assets (bonds, stocks, mortgages, cash and premiums in course of collection) of \$733,034.77. The liabilities (\$320,348.64) include losses in process of adjustment, \$39,302.66; reinsurance reserve, \$152,552.11; guarantee deposits, \$122,383.34; and other claims, \$3,110.50, leaving a net cash surplus of \$415,686.13. The deposit notes subject to assessment amount to \$2,514,304.55, making a total amount of net admitted assets, \$2,834,653.29. The total amount of insurance now carried is \$25,221,256.94, and the losses in twenty-six years have been \$3,585,818.63; losses in 1901, \$391,592.91.

The entire assessments levied during the year amounted to only 10 per cent of the deposit notes in force; or, about one-half of the usual rate charged by stock companies, equal to an annual cash dividend of 50 per cent. The average annual cost of insurance in the Millers' National for twenty-six years has been about one-half the basis rate. In only one year has it cost as much as 70 per cent, while in another year, it cost only 30 per cent, depending, of course, upon the amount of business done and the amount of fire losses sustained. As above stated, the average annual cost of a Millers' National policy for the past twenty-six years has been about one-half of the usual board rates.

### FLAT HOUSES IN MANITOBA.

The Manitoba "Grain Act," which has been in operation for about a year, provides that

42. On a written application to the commissioner by ten farmers resident within twenty miles of their nearest shipping point, and on approval of the commissioner, the railway company shall erect a loading platform suitable for the purpose of loading from vehicles direct into cars; provided, however, that the railway company shall not be obliged to erect any such platform outside of the limits of the station yard. Such platforms shall be at least ten feet wide, and of such length as in each case determined by the commissioner, in addition to the approaches at each end, and shall have on the side farthest from the track a guard rail not less than three feet high. Such platforms may be used free of charge for the loading of grain.

44. Twenty-four hours shall be allowed for loading a car direct from vehicles, or at a flat warehouse. Such twenty-four hours shall be reckoned from the time when the car is placed at the shipper's disposal on siding.

In spite of the positive character of this law, this season, being one that yielded a heavy crop, there is as much complaint by the farmers that they are discriminated against as ever, both as to cars and the prices paid by the regular elevators. It appears, however, that the practice of loading from flat houses distinctly tends to congestion of the traffic, by causing unreasonable delay in loading, and, in turn, these delays add emphasis to the view taken of the practice by a Winnipeg grain man who, while speaking to the question of flat warehouses vs. elevators, said that while it was not legally right that farmers, if they desired to load their wheat without having it put into an elevator, should not be given every facility to do so, still it would be utterly impossible to take out from the country the enormous crop without elevators. He pointed out the elevator facilities of from 15,000,000 to 16,000,000 bushels in the province which could not be abolished, as there would be no other place for wheat in winter. Flat warehouses holding a couple of cars would be useless. It would be impossible to get out 15,000,000 bushels of wheat by loading

cars by wheelbarrows or by bags or even from wagons, as would have to be done at flat warehouses. The entire railroad system would have to be covered with warehouses and the country with side tracks. He also referred, as a decided indication of the inadaptability of the flat warehouse to this country to the fact that the Farmers' Commission decided against them at their recent sitting. The trouble was that too much wheat was raised for the number of people in the country. The growers were compelled to rush it to the lake ports for shipment without delay, and having no farm granaries could not, as English farmers do, take their time in the disposal of it, nor did they by stacking it and thatching it over hold it until such time as they desired to sell. The farmer ought to make some provision for taking care of his own and not expect the elevator men or railroads to do this for him practically gratis. This is, after all, the milk in the cocoanut in those states where the "flat house" is in evidence.

### THE SPARTAN CORN BELT FEED GRINDER.

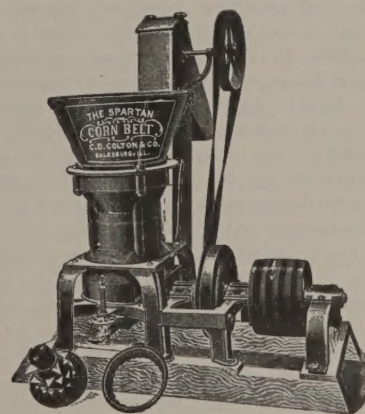
Among many feed grinders, especially those grinding ear corn, the name "Corn Belt" has come to be a synonym for rapid grinding and light power.

The Corn Belt Grinders are made by G. D. Colton & Co., Galesburg, Ill. Their construction embodies a combined gravity and force feed and a cutting and shearing action ahead of the grinding process.

The cutter head is cone-shaped and has a system of knife rings. The lower faces of the knives incline downward and backward, and the ribs on the outer cone that hold the corn while the knives do the chopping incline forward, making, in connection with gravity, a perfect force feed.

The opening for the ears of corn is ample, and the corn enters freely; this opening gradually narrows, and as the corn is chopped finer it drops and is forced lower, till the knives have made it fine enough to enter the grinding rings freely.

The grinding rings have upstanding prongs extending downward and backward, so that they act on the shearing process, and at the same time force the feed through. The opening between these prongs or shear blades is gradually lessened



THE CORN BELT FEED GRINDER.

till it merges into the grinding surface, and the cutting and shearing goes on to such an extent that the feed is reduced as fine as many feeders want it by the time it enters the grinding parts.

The speed of the Corn Belt is very slow as compared with other grinders, but at the same time it has great capacity and requires but little power. The mill is strong and heavily built; all parts are interchangeable and the grinding parts subject to wear are easily removed and replaced. Every possible provision is made against breakage.

Those interested in the grinding of feed should apply to the makers of this mill for one of their new illustrated catalogs which gives very complete information about the different sizes and styles in which the Corn Belt is now made.

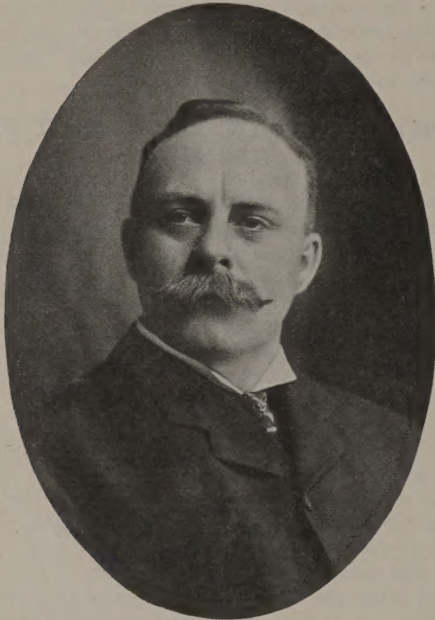
Duluth and Superior handled 18,374 cars of grain in November, 1901.



**W. F. MORGAN.**

One will have to travel far in these days before he will find a brighter bunch of grain men than are now concentrated at Des Moines, Iowa. Here are located the agents and brokers of all the prominent track buyers of the country, and the competition is so lively that only the bright fellows who know how to get business can hope to get or keep a foothold there. All are men of long experience, whose training in the hard schools of the trade they find none too useful in this exceedingly practical market.

One of these men is W. F. Morgan, grain broker, representing Churchill & Co. of Chicago, Halliday Elevator Company of Cairo, Theodore Leishear &



W. F. MORGAN.

Co. of Baltimore, Churchill-White Grain Company of Chicago and South Bend, and Hall & Robinson of Kansas City, track buyers and commission merchants. Mr. Morgan has been in the grain and elevator business for twenty years, including six years at Indianapolis with Bennett, Moore & Co., Mr. Bennett of this firm being now president of the Calumet Grain & Elevator Company; three years at Buffalo, N. Y., and five years as representative of the Calumet Grain & Elevator Company in Iowa.

Mr. Morgan has been located in Des Moines for eight years, representing as brokers the Churchill interests in that state, and besides the other firms named above he buys corn for Sidney Woolner & Co. of Peoria and the United States Sugar Refinery of Waukegan. His acquaintance is coextensive with the grain trade of Iowa, with the members of which he is personally as popular as he is with his colleagues in Des Moines. The latter made him chairman of their committee on refreshments and entertainment for the last meeting of the Grain Dealers' National Association, and those who were present at that meeting have reason to remember with no little satisfaction the work of that committee, of which he was the moving spirit.

**MOVEMENT OF GRAIN IN 1901.**

From the monthly report by the Treasury Bureau of Statistics, dated December, published January 5, it appears that Minneapolis, Duluth, Milwaukee and Chicago received 101,010,108 bushels from spring wheat territory for the first quarter of the current crop year, being a gain of 39 per cent over the first quarter of 1900. At the winter wheat markets of Toledo, Detroit, St. Louis and Kansas City, the first five months of this crop year, on the contrary, show a decrease in receipts from 46,441,478 bushels to 35,798,723 bushels.

At the North Atlantic ports November's receipts of flour and grain at New York were 9,327,817 bushels, including flour reduced to bushels, of which 7,228,771 bushels came by rail and 2,009,046 bushels came by water. The receipts at Boston for

eleven months were 48,323,632 bushels, against 48,549,926 bushels in eleven months of 1900. Wheat receipts at Philadelphia during eleven months have doubled compared with those of the preceding year, but this port has lost most in grain receipts, owing to the failure of the corn crop. At Baltimore the receipts of both flour and grain have made advances over the first eleven months of 1900.

On the Pacific coast 6,171,998 centals of grain were received at San Francisco during five months. Three North Pacific ports contributed 685,991 barrels of flour for export from July 3 to November 29, Portland supplying 266,363 barrels; Seattle, 227,881 barrels, and Tacoma, 191,747 barrels.

In intimate relation with internal commerce are the export withdrawals of staples. The Bureau of Statistics shows withdrawals of grain and grain products amounting to 19,073,919 bushels during November, 1901, compared with 31,329,989 bushels for November 1900. For eleven months ending with November the corresponding export withdrawals from the national surplus were 302,425,839 bushels, compared with 299,513,550 bushels in 1900. Flour withdrawals were 17,612,784 barrels and 16,849,266 barrels, respectively. Both grain and flour have, therefore, continued to increase their contribution to the outgoing trade by a considerable margin over that of the preceding year.

**CENTRAL STOCK EXCHANGE AGAIN HIT.**

The supersedeas granted by one of the judges of the Supreme Court of Illinois, restraining the Chicago Board of Trade from cutting off quotations from the Central Grain and Stock Exchange, in accordance with the decision of the Appellate Court until the appeal from that court could be heard by the Supreme Court, was modified on December 14, giving the Board its own discretion in the matter of making public quotations through the said Central Grain and Stock Exchange. The Board thereupon at once removed the tickers from the Exchange, thus virtually ending the severest legal fight the Board has had to preserve its title to its quotations as against bucket-shops and others using them for illegal purposes. Although the mat-

Sterling; R. S. Hook & Co. and W. B. Lloyd & Co., Galesburg; Theodore R. Voorhees, Fairbury; William B. Lundy, Pontiac; Arthur Wolfe, Streator; Biddle & Co., Wilmington; Robert J. Reid, Marseilles, and Frank H. Holcomb, Rochelle. They are alleged to be correspondents of the Central Grain and Stock Exchange.

**BUFFALO RECEIPTS.**

Grain receipts at Buffalo for the season ending about December 15 reached a total of 157,967,167 bushels. The discrepancy in favor of 1900 is 25,900,921 bushels, but the record shows that the falling off in corn receipts has been 33,603,605 bushels. In 1900 the corn brought to this port amounted to 64,254,580 bushels, while this season the total receipts reached only 30,650,775 bushels.

On the other hand, the increase in wheat receipts was very large, showing that the Canadian predictions made early in the season that a large part of Buffalo's trade would be deflected to the Canadian routes was pure invention of fertile imaginations. The following are the receipts of wheat by lake for the three seasons past: 1899, 48,232,016 bushels; 1900, 47,366,815 bushels; 1901, 61,063,261 bushels. These figures show that with the usual corn crop for shipment, Buffalo would have received more grain than ever before.

In 1900 the receipts of flaxseed were 6,795,398 bushels. For the season of 1901 the total is 10,260,267. There was a slight falling off in barley, rye and oats, but there is no indication in this that Buffalo is in any measure losing her prestige as a greatest grain receiving and distributing port.

**A VERMONT ELEVATOR.**

The grain storage and handling houses of New England are frequently rather warehouses than elevators and are provided with facilities for handling grain as wholesale dealers and distributors to the retail trade in bags as well as in bulk. The grain, as a rule, is moved out quickly, but some of the houses at important points are of good size and well equipped.

Among these is the warehouse of Griswold &



GRISWOLD &amp; MCKINNON'S ELEVATOR AT ST. JOHNSBURY, VT.

ter is still before the Supreme Court of the state this tribunal will not, it is thought, reverse the Board's victory in the Appellate Court.

Coincidental with this action by the court and the Board, there was incorporated in Delaware the Central Grain and Stock Exchange of Hammond, Ind., with capital of \$100,000. This company is the old one with a variation. It has the wire service of the old Exchange, which is still in evidence in the city of Chicago.

On January 6 the telegraph companies joined in a petition to Judge Kohlsaat of the United States Circuit Court at Chicago to restrain thirteen individuals and firms from taking Board of Trade quotations from the complainants' wires. The defendants named are: Herbert B. Mason, Sycamore, Ill.; Timothy McDermott, De Kalb; Baute & Dickes, Aurora; Albert H. Babb, Peoria; Max Maas,

McKinnon, dealers in grain, flour, feed, oil, etc., at St. Johnsbury, Vt., one of the more important markets of the northeastern corner of the state. The house is 80x50 feet on the ground and has four floors, giving storage capacity for 10,000 bushels of grain and 1,000 tons of feed. It has platform space to permit the loading of four cars simultaneously. As will be seen by the cut, the warehouse is excellently built; and the owners do a large business.

For the month of November the state grain inspection department of Minnesota earned \$56,000, the largest amount on its records.

The Illinois State Board of Underwriters, at the late semi-annual meeting, ordered the rating of grain elevators to be especially pushed. The next meeting will be in March at Peoria.



### CAPT. WOLVIN CAPTURES QUEBEC.

On January 3 the harbor commissioners of Quebec made a contract with Capt. Wolvin whereby the latter will build a steel elevator on the Louise Embankment and establish steamer connections with Europe within one year.

Capt. Wolvin represents a syndicate of Americans and is accompanied by Mr. Smith of Buffalo, lately manager for Mr. Connors at Montreal. His arrangements at Quebec were made with the assistance of the directors of the Great Northern Railway of Canada, whose present elevator he may lease in order to begin business next spring. He gets a site on Louise Embankment for the elevator, and one on the cross wall for a shed for package freight, and is expected to spend \$1,000,000 within the year. The scheme includes the establishment of a system of lake transportation as well as ocean connections.

### LAKE NAVIGATION, 1901.

During the navigation season 53 per cent of the grain shipped from Chicago went East by water and 47 per cent by rail. This is in about the same ratio as in 1900; but in 1899 only 41 per cent went out by water.

A comparison of the last season with its immediate predecessor is:

| Kind of grain. | 1901, bu.  | 1900, bu.  |
|----------------|------------|------------|
| Wheat .....    | 31,523,724 | 26,577,243 |
| Corn .....     | 33,833,732 | 78,967,900 |
| Oats .....     | 15,178,727 | 24,375,835 |
| Rye .....      | 399,861    | 455,000    |
| Barley .....   | 185,988    | 452,176    |

The grand total, 1901, was \$1,658,811 bushels against 131,818,292 bushels in 1900, due to the loss in corn business. The season was a profitable one to vessel owners.

One remarkable feature is noticed, to wit, the change in the size of lake vessels, all recent contracts having been for the construction of comparatively small craft of about 5,000 tons as against 8,000 tons or over which were so popular a couple of years ago, when it was taken for granted that the big boat would sooner or later drive its lesser rival off the lakes.

### WILL OF MR. PEAVEY.

The will of Mr. Peavey was filed at Minneapolis on January 3. The testament makes a large number of individual bequests, including \$1,000 to John S. Brewer of Chicago, an old friend, who befriended Mr. Peavey as a boy in Chicago; \$10,000 to A. B. Jaquith, of the Omaha Elevator Co., who first was associated with Mr. Peavey in Sioux City twenty years ago, when Mr. Peavey was operating a small line of elevators from that city. In a general way the will gives the following directions:

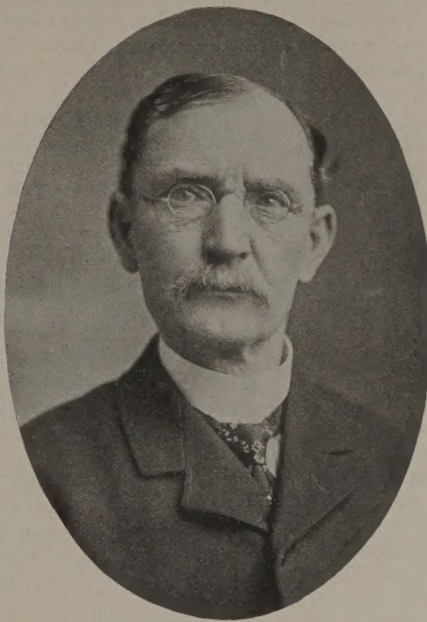
The continuation of the great grain business conducted by Mr. Peavey is provided for, \$1,000,000 of his life insurance being turned into it. The son, George W. Peavey, and two sons-in-law, Frank T. Heffelfinger and Fred B. Wells, are made executors, and are to manage the business for five years, after which a stock company is to be formed and operated under the name of F. H. Peavey & Co. The widow is given \$300,000 cash, \$400,000 in trust and \$300,000 life insurance, also the country home, Highcroft, and \$10,000 annually for its maintenance. The three children, Mrs. F. T. Heffelfinger, Mrs. Fred B. Wells and George W. Peavey, are each given \$200,000 in trust. Mary D. Peavey of Sioux City, the mother, is given 633 shares of bank stock and \$400 a month for life. Other bequests are: Louise D. Clelland, Chicago, a sister, \$15,000 cash and \$60,000 in trust; James F. Peavey, Chicago, \$100,000 worth of notes canceled, \$10,000 in cash and \$50,000 in elevator stock; C. L. Wright, Sioux City, \$20,000; J. J. P. Odell, Chicago, \$25,000; N. Peterson, Lyons, Neb., \$2,000, and L. L. Powers, Grangeville, La., \$1,000 for his son; a grandson and namesake, Frank Peavey Heffelfinger, \$25,000 in cash or stocks; Rev. Marion D. Shutter of the Church of the Redeemer, a warm friend of Mr. Peavey, \$5,000. The estate

is valued at \$2,350,000, of which all but \$50,000 is personal property.

### R. S. YOUNG.

R. S. Young, manager of the grain, hay and seed department of Funsten Brothers & Co. of St. Louis, is from the "Sucker State." Since his removal to St. Louis, however, he has been conspicuously active in the commission business, and always with Funsten Brothers & Co., a house that has achieved a wide reputation for push, energy and modern business methods.

Mr. Young has built up the grain, hay and seed business to large proportions, and finds it constantly increasing. As he is still a man of middle age



R. S. YOUNG.

and of great bodily vigor and energy, he has every reason to believe that the business of his firm will still further be extended.

Mr. Young is a firm believer in purified grain, and believes that he has sold more purified oats than any individual salesman in the United States.

His firm is a member, in good standing, of the Grain Dealers' National Association and of the National Hay Association, and believes in association work.

### A NOVEL THERMOMETER.

The most unique thermometer that has come to our notice of late is one sent to their friends by Eschenburg & Dalton, commission merchants of Chicago, a picture of which appears herewith.

The special novelty consists in the fact that the



ear of corn supporting the tube and temperature scale is genuine and not artificial corn, while the ribbon decorations shown are the real corn husk. The workmanship is excellent, and the souvenir is one that will delight the firm's friends.

### THE BARTLETT-BROWN CASE AT MILWAUKEE.

Some weeks ago, as previously reported in these columns, one Walter Brown, a telephone boy in the employ of Bartlett, Frazier & Co. on the trading floor of the Milwaukee Chamber of Commerce, made a number of trades on his own account, which he charged to the firm that employed him. His method was to sell puts and calls and pocket the privilege money; but when one day the market went against him he disappeared, \$5,000 to the bad. One of the firms which traded with him was L. Bartlett & Co., whose subsequent demand on Bartlett, Frazier & Co. to honor their employee's deals to the extent of \$1,200 was refused.

The case went to the arbitration committee, who found for Bartlett, Frazier & Co., it is presumed, on the basis of the Chamber's rule, recently adopted, forbidding non-members trading on the floor. This rule, as President Wall explained while discussing the decision of the committee, provides that "clerks shall have the right to enter the Chamber of Commerce but not to do business for themselves or anyone else. But it is a known fact that clerks are allowed the privilege of attending telephones and transmitting orders from offices to traders for large orders to buy and sell grain. They come on the floor and pay and receive large amounts of money for their employers, and, in fact, transact the most important parts of the business for houses they are connected with. This rule was not adopted to protect the business; it was simply put through to advance the price of memberships, which so far, it has failed to do. I believe," said Mr. Wahl, "that there is a great responsibility somewhere, and some action should be taken to protect the interest of parties who are really doing business on the floor."

L. Bartlett & Son will appeal from the committee's ruling, considering the case "not one of law, but of equity."

### THE GRAIN TRADE WITH GERMANY.

Wm. C. Dryer, writing from Berlin, December 14, to the New York Times' Annual Financial Review, says: "The immediate prospects of the grain trade are conditioned by two large facts—the shortage of the German wheat and rye crops and the unusually poor yield of the American corn crop. The German crop failure has already resulted in an enormous increase of wheat imports from the United States, October imports having been 1,981,609 metric hundredweight, against 355,640 hundredweight in October, 1900; and imports for the ten months ending with October having been 10,221,994 hundredweight, against 4,030,264. The German market will undoubtedly continue to take large quantities of American wheat till the next crop is marketed. The existing high price of American corn will exclude it from the German market, except so far as needed for distilling purposes. While American corn has gone into extensive use in Germany as a feed product, even German farmers themselves buying it largely for this purpose, it can only find a market here for animal consumption when it can be delivered at a comparatively low price; when prices go above a certain limit other grains are used for feeding. For the reason mentioned Germany imported in October only 210,259 metric hundredweight of our corn, against 836,744 in October, 1900; and the falling off of imports this year to the end of October reached over 1,800,000 hundredweight (over 7,000,000 bushels).

"Naturally this restriction of imports from the United States must continue till a new crop has been harvested and prices have materially declined. The rise in the price of oats is also reducing the German consumption of them, the October imports having been less than one-third of the quantity imported in October, 1900. Here, too, imports must continue light till a new crop comes upon the market."

Send us the grain news from your county.



# COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade, on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## AGAINST BUCKETSHOPS ON GENERAL PRINCIPLES.

*Editor American Elevator and Grain Trade:*—We are in favor of taxing the bucketshops out of existence, if this method is practicable. Do not see that it affects our business directly or indirectly. Believe in getting them out of the road on general principles. We do not favor bucketshops.

Yours truly,

E. R. ULRICH & SONS.

Springfield, Ill.

## A CORRECTION.

*Editor American Elevator and Grain Trade:*—Referring to the little sketch which you so kindly gave me last month, on page 273, it appears that some of us got a little mixed. It was the Royal Center Elevator and Grist Mill that was burned and again rebuilt by Hurd, Enyart & Anderson. The Logansport \$5,000 mortgage, due February 1, 1904, was burned July 1, 1901, and a jollification held.

Yours truly,

W. E. HURD.

Logansport, Ind.

## INCREASES CAPITAL AND CONTINUES BUSINESS.

*Editor American Elevator and Grain Trade:*—We notice in your issue of the 15th the following item: "The Adams Grain & Provision Company of Charlotte, N. C., has been dissolved." We beg to advise that this dissolution was made necessary to a reorganization and recapitalization on January 1, and that with this exception our company will continue business both here and at Richmond, Va., as heretofore, under the same name. Will be glad to have you make this correction.

Our capital stock heretofore has been \$10,000; this will be increased to \$30,000 on January 1.

Yours truly,

THE ADAMS GRAIN & PROVISION CO.

Charlotte, N. C.

## EXTENDING THEIR SEED BUSINESS.

*Editor American Elevator and Grain Trade:*—We have recently purchased E. A. Rea's elevator and grain and seed business at Corydon, Iowa. Mr. Rea will retire from the grain and seed trade and devote all his time to the hardware and implement business. The property was turned over to us on the first of the year.

Corydon is the county seat of Wayne County, Iowa, which bears the reputation of producing more timothy seed than any other county in the United States. By acquiring this station, along with interests previously owned, puts our interests in the seed line equal to any in the seed territory. At Osceola, our headquarters, we have an elevator, 40x52, devoted exclusively to handling seeds, being equipped with the latest improved machinery, including a No. 6 Monitor Mill.

Very respectfully,

O. A. TALBOTT & CO.

Osceola, Iowa.

## "PARASITES UPON COMMERCE."

*Editor American Elevator and Grain Trade:*—We are in favor of the use of any and all legitimate means for the extinction of the bucketshop. The Illinois criminal code defines the bucketshop as "unlawful," and declares "the keeping of all such places is hereby prohibited." In our opinion their relationship to legitimate trade is about like that of the faro bank, with its detestable cappers and steerers, to the national banks of the country. Severe taxation by the national government will help to secure the extinction of these parasites upon commerce.

Much, however, can be done through trade journals like yours toward educating the public as to the true character of the bucketshop, whose interest is and must always be opposed to that of its patrons. There is no need of being mealy-mouthed, or using gingerly terms in writing or

speaking of these "shops." There is no such thing as a "tolerably good oyster." They should all be spewed out. The sooner the better.

Yours truly,

Chicago.

POPE & ECKHARDT CO.

## INSPECTION AT KANSAS CITY.

*Editor American Elevator and Grain Trade:*—Referring to a communication in your journal of December 15, by Mr. Northrup, chief inspector of Kansas, I desire to state that on the "Missouri side" the state has charge of the scales at the regular bonded elevators and weighs all grain in and out of same.

As to the percentage of cars inspected by the Missouri department, of the total number received at Kansas City, please see report for the last 30 days, November 15 to December 15, as follows: Total cars of grain received at Kansas City...5,143 Cars inspected by Missouri department.....3,651

Yours very truly,

FRED H. TEDFORD,

Kansas City, Mo.

Asst. Chief Inspector.

## BUCKETSHOPS INJURE LEGITIMATE TRADE.

*Editor American Elevator and Grain Trade:*—We do not believe that the bucketshops can be taxed out of existence. Think that federal legislation would reach the matter more directly than any other way. We should not think that it would be possible to discriminate in the matter of taxation if transactions of this order were considered legal, and to increase their taxes would necessarily increase the burden of legitimate transactions on the Board of Trade.

Would say that bucketshops most certainly do affect our business directly, and an enormous amount of trade goes to these institutions annually which should come to the different boards of trade. Also believe that this has an effect on the price of commodities dealt in.

Yours truly,

MONTAGUE & CO.

Chicago.

## AGAINST LEGALIZING BUCKETSHOPS.

*Editor American Elevator and Grain Trade:*—It is my opinion that the most effective way to forever get rid of this bucketshop nuisance is by national legislation. There should be no trouble to have a bill passed in Congress which will stamp their business as illegal, which, of course, everyone knows it is, and prevent their doing business. High taxation is well enough, but it legalizes an illegitimate business, and I for one am heartily in favor of doing away with them entirely. I do not think that our representatives at Washington will hesitate to enact a law that will accomplish this end.

As regards their existence affecting my business, or the general business of the Board of Trade, directly or indirectly, I do not believe they cut as much figure as is generally believed. But that is not the question; the principle of their business is wrong, and it makes no difference whether they affect the business of the Board of Trade one iota or not, they should certainly not be legalized by any taxation that would allow them to exist.

Yours very truly,

GEO. H. PHILLIPS.

Chicago.

By E. G. Heeman.

## INCREASING DEMAND FOR PURIFIED OATS.

*Editor American Elevator and Grain Trade:*—We have recently noticed comments relative to a recommendation from the grain committee of the Merchants' Exchange to the Missouri Board of Railroad and Warehouse Commissioners, suggesting that "sulphured oats" be inspected as "sulphured."

We are largely interested in handling "purified oats," hence have taken considerable interest in this matter. For some time past we have been handling "purified clipped oats" from one of the largest concerns in Iowa. The demand for this "purified oats" here is almost phenomenal, and we never fail to sell such oats at a very substantial premium above the very choicest natural 2 white oats. The only trouble is, that we cannot obtain enough to supply the demand. The purifying process vastly improves the oats, and this is so regarded by the very best trade in this city as well as in eastern cities.

The Board of Railroad and Warehouse Commissioners very properly concluded to inspect the oats just as they find them, that is, if good enough for "2 white oats" to so inspect them. They concluded that if any shipper could purify grain so as to make it good enough for "No. 2 white oats," it was the board's duty to inspect the oats as "2 white" and not brand them sulphured, purified or anything else but "2 white oats."

Many of the most eminent grain houses in the country have installed purifying machinery, and we think that purified grain has come to stay. The very best evidence of the excellence of "purified oats" is the extraordinary demand coming from all sources for them, and the Board of Warehouse Commissioners, as well as the best trade element here do not wish such a demand stifled in any way, and we do not apprehend that it will be.

Yours truly,

R. S. YOUNG, of Funsten Bros. & Co.

St. Louis, Mo.

## ILLINOIS WINTER WHEAT PROMISES WELL

*Editor American Elevator and Grain Trade:*—It is not my intention of wishing to bull or bear the market, but only to state facts as I see them. I have just returned from a little trip to Chicago, going via C., P. & St. L. from here to Springfield, Ill.; thence via the I. C. to Chicago; returning via the Wabash and C., P. & St. L.

As is well known, there is little wheat ever sown north of Bloomington in Illinois, but as you travel south from that point the amount increases all the way through Morgan, Macoupin, Jersey and Madison counties on the line of the C., P. & St. L. Ry. I think the growing wheat is looking very well considering the dry fall and winter and the poor start the plant got before winter set in. The snow has been a benefit to it. The ground is bare now, but the weather continuing so mild, it is not being injured in the least. See no reason at this time why we should not look for a fair crop next harvest.

Of course, everyone knows Illinois only raised a half crop or less of corn the past season, as well as the corn belt at large, but there is quite a difference in the present market price and that of one year ago. However, we may not have seen the top price of corn yet on this crop, but don't get excited. The West is not using any corn this winter; wheat is taking its place largely, as well as that of oats. The oat crop of the state was only a half one or better, but look at the present market price.

The stock of cattle and hogs, I think, is reduced. A commission merchant friend of mine at the National Stock Yards here informs me that many hogs are coming in of light weight. Doubtless hogs will be a little scarce next summer. There seems to be some cattle, although my restaurant man charges me a round price for a porterhouse, but sometimes restaurant keepers hold their breath while handing you your ticket. He is not different from most mankind.

Yours truly,

M. R. THAYER.

East St. Louis, Ill.

## BUCKETSHOPPING BUSINESS ON DISHONEST BASIS.

*Editor American Elevator and Grain Trade:*—We should be glad to see the bucketshops taxed out of existence or closed by law.

The bucketshops directly and indirectly largely affect the grain trade and the value of grain. Were all the buying orders (and there are but a few short sales) which are filled in bucketshops put upon the accredited exchanges of the country, the price of grain would be considerably higher—possibly five cents per bushel. The Chicago market has often advanced on wheat from two to five cents a bushel on the buying of bucketshop interests when in trouble.

In the states west, north and south of us, it is a very small community indeed which has not some one or two doing a bucketshop business and who take the trades of their customers, never filling them on any exchange. Were these orders sent to the exchanges and filled according to the rules of most of the exchanges, we believe it would have a tendency to enhance the value of the products. It is



a hard matter to merchandise the grain products of the country to the consumer without the help of the natural buying and selling of futures by people who are closely identified with the principal products of the country in which they live, and in which the machinery of trade has made it possible to buy and sell such products with simplicity and ease.

Ninety-five per cent of the customers of bucketshops are buyers of the commodities in which they choose to deal, and as the bucketshop proprietor sells them the products which they purchase, it is but natural that he should desire to have the market go down and thus secure their margins. As a very prominent one said to the writer some years since: It was not the commissions he received from his customers that he wanted, but it was their margins. Thus, every concern taking the trades of its customers becomes antagonistic to its customers' prosperity and profits. This alone is a dishonest basis for business, and when the community becomes thoroughly educated in the matter, it will be hard for a bucketshop to get any trades.

Respectfully yours,

WEARE COMMISSION COMPANY.

Chicago.

#### THE OHIO GRAIN DEALERS MUTUAL FIRE INSURANCE ASSOCIATION.

*Editor American Elevator and Grain Trade:*—The Ohio Grain Dealers' Mutual Fire Insurance Association will issue policies effective at noon on the 15th inst. This Association is working in harmony with all other insurance companies using full board schedule rates on which to make assessments. At the present time the policy limit, subject to a loss by one fire, is \$1,500. This may be increased later on, when the increase of the amount at risk will justify it.

The demand for insurance has been so great from grain men that the companies writing on elevators and elevator stocks in Ohio have not been able to fully supply the required protection. There is room for this enterprise and a small policy on every good grain risk in Ohio would not seriously affect the other companies writing this class of business.

J. W. McCORD, Secy.

Columbus, O., January 11, 1902.

#### FREIGHT RATES AND DISCRIMINATIONS: THE REMEDY.

[A paper by B. Herzer of Paulding, Ohio, read at a meeting of the regular grain dealers of Indiana, held at Indianapolis, on January 8, 1902.]

Your committee has seen proper to assign me one of the most important subjects that confront the grain shippers of this section of the country. I wish I might be equal to the occasion. I fear, however, that my remedy for this great evil will only touch the outside rim of the trouble that besets us.

Before we proceed to the remedy, we must first prove that there is a disease, viz., discriminations in favor of large shippers as against small shippers. In order to do this, I cannot do better than refer you to the report of the Interstate Commerce Commission, whose time is taken up with these very questions. It will be seen by their report to Congress for the year 1900 that there were at least 600 cases where these complaints arose and were disposed of by the Commission during the year 1900. In very few cases have the railroads even attempted to disprove the charge that they have been guilty of discriminations, and the Commission so found.

It seems clear to me that we have a right to presume that freight discriminations in behalf of large shippers as against the small, and discriminations in favor of sections as against other sections, do exist to a greater degree than we can know, for the reason that these contracts, agreements and understandings are made in the dark and are so carried out that only those directly interested know of their existence. The beneficiaries thereof are slow to give away their knowledge and the benefits. It is fair to assume, then, that only the isolated cases come to the surface.

The published rates on grain from great markets like Kansas City, St. Louis and Chicago to the South and East are only made for the guidance of the small shipper and are laughed at by the great export shippers, who treat them as grown people treat the fairy tales of inexperienced children; for they know the wheel within a wheel and those who are able to turn it.

It is now commonly understood by most shippers that the great traffic managers lose nothing in these cut rates to favorite shippers. I have in mind one whose name figured in the books of a very large concern to the tune of several thousand dollars to the good, this same concern having received from that road more than \$15,000 in a single year, notwithstanding the officers of this great railroad corporation know all these things. This man still retains his place as traffic manager.

These charges are not imaginations; but I speak from the books and have no fear that I will be called upon by this traffic man or the concern that profited by the discriminations to make a denial of these charges. Then these discriminations are in favor of a great concern, that is in less need of them than the small shipper who has been in the trade a lifetime, asking no favors and receiving none. Being unskilled in the art of manipulation, and without the golden key that unlocks the chamber wherein dwells the favored, he finds himself in hard lines indeed.

I shall quote just one case in point that will demonstrate as fully my subject as would a hundred; and what I say here will apply to all small shippers east of the great markets.

The published rate on grain from my town is 15 cents per 100 pounds to New York; from the same point to Buffalo, 8½ cents per 100 pounds on grain. The rate as per distance stands thus: Paulding to Buffalo, 343 miles, on wheat 5 1-10 cents per bushel; from Buffalo to New York, a distance of 440 miles, 3-9-10 cents per bushel. With a distance 100 miles greater from Buffalo to New York City, the cost would be 1 1-5 cents less per bushel than from Paulding to Buffalo. Add to this difference the terminal charges at New York City, then you would have 2 1-5 cents less per bushel for 100 miles' longer haul. This, as I said, was as per published rate. Now let us see what the agent, Mr. Harriott, of the railroad combine testified to before the Interstate Commerce Commission. (See page 22 of that report.) He says:

"Previous to October 1, 1901, the published rate from Buffalo to New York was 3 cents per bushel on wheat as a basis—something less on corn. These rates had not, however, been maintained, but had fallen as low as 2½ cents per bushel on wheat. By the combination of the four trunk lines competing for this trade between Buffalo and New York City, the rate of 3 cents per bushel on wheat as a basis was therefore maintained."

And this, too, after the close of navigation. This, then, shows us why rates are maintained only by the small and medium country shippers. If wheat can be hauled from Buffalo to New York City for 2 cents a bushel (for this would be the actual net to the railroad, as terminal charges must be taken care of), you can easily see the published rate from any of the large competitive grain markets is out of the question.

The distance between Chicago and New York City is 950 miles by one of the great trunk lines. They publish to haul grain from Chicago to New York for 10 4-5 cents per bushel; and that same line for a little less than half the distance actually hauls wheat for 3 cents per bushel, and has done it for less. It will be seen that no shipper can avail himself of this competition unless he is in the ring. The discrimination, then, quoting the least difference, is just 1 cent per bushel against our shipping point. Carried to its logical conclusion and applied to all grain moved by rail in a single year, it would be a tax upon the American farmers of more than \$10,000,000 on this single item.

If, however, the rates from Chicago to Liverpool, all rail to New York, were considered, the amount would be nearer \$30,000,000 than the first amount quoted. It is an actual fact that grain has been contracted from Chicago to Liverpool at the same

price as the published rates to the seaboard. We may, then, well pause and ask, "Where are we at?" I think you will all agree with me, then, that discriminations and rate-cuttings do exist.

Now, what shall be the remedy? The Interstate Commerce Act was passed several years ago for the purpose of checking the greed of these great corporations; for they had become so bold and strong that one of the men at the head of one of the greatest railroads in America, when cautioned by a more conservative member of his staff as to public opinion, replied, "The public be damned;" and that has been the motto of these great magnates from that day to this.

During the first few years of the existence of the Interstate Commerce Commission the traffic managers were sent abroad when a complaint of rate-cutting was preferred against particular lines, for they were the only ones who could testify as to these facts. Sometimes they took sick, and when they were able to appear for examination before that board their minds were so weak that they couldn't remember a thing. Lately, however, they have just played "horse" with the Commission, which finds itself in the position of the boy at school who wears the dunce cap.

These railroad gentlemen are very law-abiding at times. For you have all seen how quickly they ask protection from the state or national government when a few striking employees stop a train or smash up cars. Law for them then is strictly observed. But these same men may break up grain shippers by the thousand by their unjust discriminations. They disregard the law and trample it under foot when it best suits them, and ask its protection in the name of justice when vengeance is about to overtake them. I do not, however, wish to cast any reflections upon the members of the Interstate Commerce Commission; for I believe them to be capable and honest men who would right this great wrong if they could; but they are powerless to do so, as they themselves admit. The law under which they are working seems to be as full of holes as a skimmer, and the railroad officials find no trouble in crawling through it. What is wanted is a clear-cut law that will remedy these evils, with power vested in the Commission to fully enforce it. There then remains a duty for us, not only as an organization, but individuals, commencing with the farmer who produces the grain and continuing to the very last shipper who handles it.

Let us not, then, pass resolutions, but act. The governors of a number of western states have set the pace. Let their brother governors of eastern states follow. Mr. Hill, of the Great Northern "Community of Interest" fame, not to be outdone in generosity, proposes to go the governors a few better, if correctly quoted by the daily press. He proposes to reduce greatly all rates on his road, which he has frequently testified are already too low. These things being true of the West, a healthy sentiment like this would do much in aiding us to obtain the legislation that would be just to shippers and railroads alike. Let us then prepare petitions and have them signed by the thousands; place them in the hands of our congressmen and senators and give them a chance to act. Make these petitions plain and comprehensive so that they will make no mistake in protecting your rights. It may not be amiss to say that the railroads have a bill to regulate interstate commerce, with the most powerful lobby behind it that has ever been seen in Washington. You should have a committee of representative grain men on the ground to look after your interests and to act in conjunction with representative grain men from other states already there. All that we ask at the hands of Congress is justice and fairness; not a law that makes fish of one and flesh of another. That there are enough fair-minded men in Congress to do this there is no doubt; but we must not leave it to the railroad lobbyists to present our side of the case. Somewhere someone has written:

"There is a poor blind Samson in this land,  
Shorn of his strength, and bound in bonds of steel,  
Who may, in some grim revel, raise his hand  
And shake the pillars of this commonweal."



## INDIANA DEALERS FORM STATE ASSOCIATION.

The Indiana Grain Dealers' Association, in convention assembled at Indianapolis, Ind., January 8, elected officers as follows: President, E. H. Wolcott, of Wolcott, Ind.; vice-president, James Wellington, Anderson, Ind.; secretary-treasurer, S. B. Sampson, Cambridge City, Ind. Board of managers—O. J. Thompson, Kokomo; Cloyd Loughry, Monticello; C. B. Riley, Rushville; J. W. Sale, Bluffton; J. K. Slack, Muncie; J. C. Gordon, Argos. Indiana, with her eight hundred and fifty odd regular grain dealers, has at last followed the wise course of her sister states and organized a state association. A meeting was held at Indianapolis, January 7 and 8, which was attended by about 20 per cent of the dealers of the state, and a constitution and by-laws were adopted.

A preliminary meeting was held on the evening of January 7, of the chairmen of the various local state divisions and committees, at which the constitution and by-laws were discussed and suggestions offered. The meeting ended in a general talk on matters relating to the good of the trade.

### WEDNESDAY MORNING.

The meeting was called to order at 11 a. m., January 8, in Assembly Hall of the Indianapolis Board of Trade, by Chairman S. B. Sampson of Cambridge City, with Maurice C. Neizer, Monroeville, acting as secretary. A short time was given to handing in of railway certificates to the agent of the Central Passenger Association, and the chairman announced that immediately before the afternoon session the dealers were requested to meet upon the steps of the State Capitol building, where a picture of the members would be taken.

H. H. Rice, of the Nordyke & Marmon Co., Indianapolis, was introduced by Chairman Sampson, who invited the dealers to visit the company's plant while in the city, and gave directions for reaching it.

The chairman read a paper on "Objects of Organizing a State Association," as follows:

Gentlemen and Fellow Grain Dealers:—The "Object of Organizing a State Association of Grain Dealers" is a subject vital in importance to all of you that are present, and especially to those who are associated in the same lines of business, but who, for reasons best known to each of them, are absent.

The time is so short for the business to be disposed of to-day that I will not attempt to enter into a lengthy discussion of the various important matters that will be brought to your attention, either by myself, the other gentlemen upon the program, or by the comparison of ideas in conversation between each other before, during and after this meeting, in the hotel lobby or elsewhere.

To those who have been associated with either of the five division associations now in existence in the state a state association has become more and more a matter of necessity. As the work progressed in these division associations, there were matters constantly developing that were difficult for the officers of them to handle independently. All of these division associations have been working hard to accomplish practically the same results, but their sphere of action is in all cases limited. In some instances, with such questions as local discord, loaning of bags and overbidding, they have done a large amount of good toward holding their members' business in the channels where formerly by diverging therefrom there was dissatisfaction and loss of money.

One of the most successful and important accomplishments of these local and division organizations is the bringing together of men who for years have been competitors, but have been so blind as to think that the only way for them to do business was to be at war with each other in every way, and many times one has hurt his own business thinking he has done his rival the same injury. Since the organization of the grain dealers' associations, they have been brought together in their local meetings where they could talk about things in common and exchange their ideas. These same men have found that their neighbors were not as bad as they had thought, and gradually this feeling grew until I now know of cases where rival dealers, who did not use to pass each other on the same side of the street, meet almost every day, either in business or in social relations, call each other by telephone, and whenever they see an opportunity whereby one can help the other to increase profits and decrease expenses they are glad to say so. By showing these men that you have confidence in their agreements and methods of doing business,

you can accomplish wonders in your locality in bringing about an agreeable and cooperative manner of doing your business. You can't drive them into these reforms, because you won't allow yourself to be driven into anything. As I once heard a gentleman say in a grain dealers' meeting, he would give any grain firm just seven years to drive themselves out of business, trying to do the same to their competitor. He said a firm he had in mind started out with this idea and several hundred thousand dollars in money. Inside of the specified time, of the three members comprising this firm one had committed suicide, one was in the penitentiary, and the third was a fugitive from justice. Moral: Join the association and keep out of trouble.

There has been a lack of systematic cooperation between the division associations now existing, which requires the attention of a state association, and which until the completion of a state association will remain as heretofore. Without this systematic cooperation each division association is working in the dark as to what the adjoining association is doing, and as a recognition of this fact the present agitation of a state association was begun. Let us not drop it, but complete it to-day and start it off with a big membership.

There is one very important point which here presents itself, to wit, the unorganized territory. This unorganized territory comprises, I regret to say, about fifty-two out of ninety-two counties. A



PRESIDENT E. H. WOLCOTT.

state association is the only practical means for bringing this territory into line of organization, and upon the dealers located in this territory depends the success of a solid, harmonious working state association. What does this kind of an association mean to the dealer? (By dealer I mean every man that buys grain from the producer.) It means that he must put his shoulder to the wheel and push the thing along to success. By so doing he will reap the benefits of the local and division associations, which his more fortunate brother in the already organized territory is now enjoying, namely, meeting his competitor on friendly and cooperative terms; the abolition of the practice of loaning sacks and sheets; discontinuation of free storage of grain; the adjusting of prices upon a profitable basis, and last, but not the least, that I will mention, is a larger profit account at the end of the year.

You ask, What will this cost me? You will save many times the cost in a year's business. One of our Ohio friends pays \$15 per year to a local association, and his dues to the Ohio Grain Dealers' Association in addition. He says he wouldn't go back to the old way of doing business and do without the association for ten times the cost.

Time won't allow me to give any more illustrations, but I recommend to those in unorganized territory to get acquainted with some of the dealers in organized territory during the time for the dinner adjournment, and ask them if they have been benefited. They won't tell you wrongly, as the grain dealers generally are the best set of men on earth.

Now, looking forward to the advantages of a state association to the dealer, the local and the division associations, the subjects upon the program are a broad field to work upon. Take such mat-

ters as "The Arbitration of Differences Between Shippers and Receivers," "Methods of Correcting Abuses at Terminal Markets," "Freight Rates and Discriminations," and "The Responsibility of the Railroad Companies to the Shipper," and you will see that every one of the subjects applies to each and every shipper, receiver and dealer in the state. The matters of correct terminal weights, proper grades, elimination of the scoopshoveler, a mutual insurance company, the enactment of laws protective to dealers, and an export agent at the seaboard are all possibilities, and, with the proper organization and support, probabilities.

Our neighboring states and all grain producing states of importance as follows: Ohio, Illinois, Iowa, Kansas, Nebraska, Missouri, Texas, Oklahoma and Indian Territory, are well organized and have successful state associations. Isn't it time for Indiana to fall into line? While the Hoosiers are slow to organize, they can profit by the experience of the associations in the states named and form an association that will be a credit to Indiana and a help to every dealer in connection with it.

Gentlemen, this is a personal matter with each and every one of you, and looking at the matter as a business proposition by business men, you cannot afford to do without an Indiana Grain Dealers' Association. The cost to each of you is a mere bagatelle as compared with what you are all losing each year by fighting your competitor. Just think, 1 cent per bushel on a large car of corn or wheat will about pay your membership and dues for one year. How often have you sprung the price on your competitor this much upon two, three or five thousand bushels of grain, just because a farmer said he could get that much more than your original offer from Jones or Smith, or whatever your competitor's name is? Of course, you will say, "Well, I didn't want to lose a customer and he would have taken the grain to the other place." Did you ever stop to call up this competitor and see whether the farmer was working you or not? Nine cases out of ten, he does; then he goes home and tells his neighbor how he worked you for a cent a bushel, and then his neighbor tries it. Oh! we all know how it goes; you needn't squirm in your chairs. Stop this kind of business, join the association—now, to-day; put your soul into the work of making it a grand success. You will see by the end of the first year that you have missed heretofore what you wouldn't do without now for five times the cost.

It is our aim to keep the local and county associations alive, the division associations hustling, and the state association booming. We won't be satisfied until we have every grain dealer in the state enrolled upon the membership list.

Secretary Neizer read a letter from Warren T. McCray, Kentland, Ind., expressing his regrets that sickness in his family, together with unusual stress of business, would prevent his attendance at the meeting.

In the absence of Mr. McCray, the subject, "Arbitration of Differences Between Shippers and Receivers," which had been allotted to him, was discussed by W. W. Alder of Lafayette. Mr. Alder said in part:

"This is too deep a subject for anyone to treat properly without a thorough preparation. I will therefore call your attention to but a few points. In all business transactions there invariably arises, at times, honest differences between men. We should not set a man down as dishonest because he happens to differ with us upon a business principle. There is no reason why men engaged in any business should engender between themselves any lasting feelings of animosity. If differences which arise are settled amicably, without cost or trouble, everyone will be satisfied. There are always two sides to a question. It is always easy to be mistaken, and arbitration is the best mode of settling all difficulties. Grain shipped from the West goes often 1,000 miles before arriving at destination. The farmer, the middleman, the transportation company, make so many handlers of the grain, that the business is peculiarly one where differences may arise. I believe there ought to be a board of arbitration, and that all differences between grain dealers should be submitted to that board. The board should be without appeal. When the arbitration board gives what it considers an honest opinion that ought to settle the case. The day must come when we must have grain weighed by a sworn weighman and then, with a clean bill of lading, it will end a great deal of our trouble. If grain is properly weighed at the western point and properly billed, the railroad should deliver every bushel of it."

E. M. Wasmuth moved that the chair appoint a



committee of ten to nominate officers and report at the afternoon session. The motion prevailed and the chairman appointed on the committee: Thos. Morrison, Kokomo; Jas. Wellington, Anderson; Geo. C. Wood, Windfall; W. W. Alder, Lafayette; J. C. Gordon, Argos; F. S. Snyder, Lindon; Wm. Nading, Shelbyville; D. R. Webb; E. M. Wasmuth, Roanoke; C. B. Riley, Rushville.

On motion of B. Herzer the chairman appointed the following committee on resolutions: B. Herzer, Paulding; M. C. Neizer, Monroeville; J. K. Slack, Muncie; E. Branch, Martinsville.

Chairman Sampson explained that the subject, "Method of Correcting Abuses at Terminal Markets," which had been assigned to B. A. Boyd of Indianapolis, had not been prepared by Mr. Boyd, he having failed, through some cause or other, to receive notification of same. The chairman therefore asked E. A. Grubbs of Greenville, Ohio, to address the convention upon that topic.

Mr. Grubbs prefaced his remarks by alluding to the deep character of the subject. It had been twice called to his attention at meetings of the Pennsylvania Millers' State Association, who had been troubled with the short-weight question. He said that elevator owners should get their scales in good condition, and, with good cleaning machinery and well-coopered cars, shortages would be greatly lessened. If each elevator operator would also give sworn weights it would save a lot of trouble. Mr. Grubbs closed his remarks in calling attention to the necessity of the grain man's securing a clean bill of lading.

B. Herzer of Paulding, Ohio, read a paper on "Freight Rates and Discrimination; Their Remedies." We publish it elsewhere in this issue.

A paper was read by Senator E. H. Wolcott of Wolcott, Ind., on "Responsibility of the Railroad Companies to the Shipper." It appears on another page of this issue.

Secretary Neizer read letters from various firms commending the action of dealers in forming a state association, and a letter which had been sent out largely to grain dealers in the state by the E. A. Grubbs Grain Co. of Greenville, Ohio, in which the benefits resulting from a state organization were enumerated and the hope expressed that all dealers would attend.

B. Herzer requested that any dealer having a subject which he wished to have embodied into a resolution would visit the committee at its room during the noon hour.

#### WEDNESDAY AFTERNOON.

Chairman Sampson called the meeting to order at 2:30.

W. W. Alder, in behalf of the Commercial Club of Lafayette, invited the Association to hold its next meeting in that city.

The report of the committee on nominations was read by Geo. C. Wood.

J. A. Adams of Bunker Hill moved its adoption. The motion prevailed.

The newly elected president, E. H. Wolcott, in taking the chair, said: "I appreciate this honor. I feel that as president of the Indiana Grain Dealers' Association I represent the most progressive class of people of the state. I wish you to note the position held by the grain men of Indiana. We have, in all, about 850 dealers who handle, in an average year, about 200,000,000 bushels of grain. They own storage capacity of about 25,000,000 bushels, and use annually about 200,000 cars in moving their grain. It would seem strange, considering the importance of this trade, that it has remained so many years without being organized. As grain dealers our interests are vast, and as the common expression is, 'It is up to us' to say whether or no we make a success of our organization."

The report of the committee on resolutions was read by B. Herzer, as follows:

#### REPORT OF THE COMMITTEE ON RESOLUTIONS.

Resolved, By the grain dealers of the state of Indiana, in convention assembled, that we recommend the passage of the amendments contained in the Bacon bill for the purpose of regulating interstate commerce, now before Congress, and that the sec-

retary be instructed to mail a copy of these resolutions to each member of Congress and the Senate.

Resolved, That all bidders for track grain shall use the list compiled by the secretary, which shall include only regular dealers.

Resolved, That the Association sympathizes with the associates and family of the late Frank H. Peavey, whose career as an upright and honorable grain dealer has reflected great credit upon the grain trade.

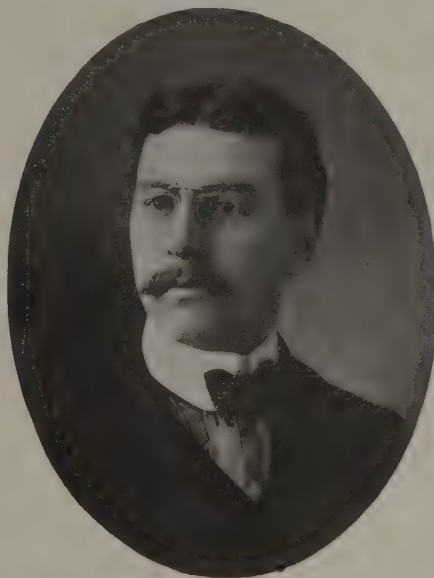
Resolved, That the Indiana grain dealers extend their thanks to the Indianapolis Board of Trade and to the Grand Hotel for their kindness and the courtesies shown.

Mr. Wellington moved that the report be adopted as read. Carried.

President Wolcott announced the reading of the constitution and by-laws by Secretary Neizer. Various sections of the constitution elicited considerable discussion, and on motion by Geo. C. Wood it was finally adopted as follows:

#### PREAMBLE.

We, the undersigned, being regularly engaged in the buying and selling of grain, and recognizing the necessity of an association of grain dealers in Indiana, do hereby associate ourselves in an organization, the object of which shall be the advancement and protection of the common interests of those regularly engaged in the grain business, the formulating of rules for the transaction of business and the promotion of friendly relations among legitimate grain men of the state; for the further-



SECRETARY S. B. SAMPSON.

ance of that purpose we hereby create and establish this constitution.

#### CONSTITUTION.

##### Article I.—Name.

Section 1.—The name of this organization shall be the Indiana Grain Dealers' Association.

##### Article II.—Membership.

Section 1.—The membership of this Association shall be confined to the grain shippers and dealers of Indiana, who are eligible to membership.

Sec. 2.—Any person, firm or corporation operating a grain elevator, and engaging in the buying and selling of grain continuously, may become a member of this Association; also any person, firm or corporation who has engaged in the buying and selling of grain continuously at one station for a period of two years, yet has no elevator, may, upon the recommendation of two members, firms or corporations operating grain elevators at the same or nearby stations, be admitted to membership.

Sec. 3.—No person, firm or corporation shall be admitted to membership in this Association unless he or it shall receive a three-fourths vote of the whole board of managers or a majority vote of the members.

Sec. 4.—Any person, firm or corporation by virtue of being elected to membership in this Association, will become an affiliated member of the Grain Dealers' National Association, and will be entitled to all the rights, privileges and protection of membership in that Association.

##### Article III.—Officers.

Section 1.—The officers of this Association shall be a president, a vice-president, a secretary-treasurer and a board of managers composed of the president and six members.

Sec. 2.—The election of officers shall be held at each annual meeting, and they shall hold office for the term of one year, or until their successors have been duly elected and qualified. The election of the

president, vice-president and members of the board of managers shall be by the vote of members in good standing. The election of a secretary-treasurer shall be by vote of the board of managers.

Sec. 3.—In case the office of president, vice-president or secretary-treasurer become vacant a successor to the office shall be selected by the board of managers until the next annual meeting.

Sec. 4.—When a vacancy occurs in the board of managers a new representative shall be appointed by the president to serve out the unexpired term.

#### Article IV.—Duties of Officers.

Section 1.—It shall be the duty of the president to preside at all meetings of the Association, and of the board of managers, and have a general supervision of the work of the Association.

Sec. 2.—In the absence of the president, the vice-president shall preside at the meeting, and in the absence of both the members shall select some one to preside.

Sec. 3.—It shall be the duty of the secretary-treasurer to record and preserve the minutes of all meetings of the Association and of the board of managers. He shall conduct all correspondence and issue all notices of meetings. He shall make a full report of the work of the Association at each annual meeting, and perform any other duties required of him by the board of managers. He shall collect all membership fees and dues due the Association. He shall report the condition of the finances at each annual meeting of the Association.

Sec. 4.—It shall be the duty of the board of managers to look after the interests of the Association between meetings; follow the general policy outlined by the members at the annual meetings, transact the necessary business of the Association, investigate all complaints that may come before it, work for their adjustment, and audit the books of the secretary-treasurer once a year.

Sec. 5.—A majority vote of the whole number of the board of managers present at a meeting or of a vote by mail to the secretary, shall be valid action of the board.

#### Article V.—Committees.

Section 1.—The president shall appoint a board of arbitration consisting of three members, whose duty it shall be to arbitrate all trade differences between members, or between a member and a non-member.

Sec. 2.—The board of arbitration shall make fair and equitable rules to govern all cases coming before it.

Sec. 3.—A member not satisfied with the decision of the board may appeal his case to the arbitration committee of the Grain Dealers' National Association.

#### Article VI.—Local Committees.

Section 1.—District or local divisions of the Association, composed of regular grain dealers, who come in direct competition with one another, shall be organized and kept in working order by the secretary of this Association.

Sec. 2.—Only dealers who are members of this Association shall be admitted to meetings of these local divisions.

Sec. 3.—It shall be the duty of the chairman of each local division to look after the interests of the Association in his district, and to keep the secretary in touch with the work.

#### Article VII.—Amendments.

Section 1.—This constitution may be altered or amended by a majority vote of the members present at any regular meeting of the association.

#### BY-LAWS.

##### Article I.—Meetings.

Section 1.—The annual meeting of this Association shall be held at a time and place decided upon by the board of managers.

Sec. 2.—A quorum shall consist of twenty-five members in good standing.

Sec. 3.—The board of managers shall meet at such times and places as they may decide. The president may call special meetings whenever he deems it necessary.

##### Article II.—Expenses of Officers.

Section 1.—This Association shall pay the traveling and hotel expenses of the president, vice-president, secretary-treasurer and the members of the board of managers to all meetings of the Association and of the board of managers. It shall also pay the traveling and hotel expenses of its representatives on the board of directors of the Grain Dealers' National Association to meetings.

##### Article III.—Salary and Bond.

Section 1.—The salary and bond of the secretary-treasurer shall be fixed by the board of managers.

##### Article IV.—Fees and Dues.

Section 1.—Each application for membership shall be accompanied by a membership fee of \$5 and shall be made to the secretary-treasurer, who shall submit same to board of managers, or to each member of the board, by mail. Applicants receiving three-fourths of the votes of the board of managers shall be admitted to membership. If the



applicant is not elected to membership his fee shall be returned to him. One dollar of the amount received as membership fee shall be paid to the treasurer of the Grain Dealers' National Association and thereby secure admission of said member to that Association as an affiliated member.

Sec. 2.—The annual dues for membership shall be \$10 per year, payable quarterly in advance. Members who list more than one station shall pay, in addition to the annual dues, an annual fee for each station in excess of one, and not exceeding ten, \$1 each. One dollar of the dues received from each member shall be paid to the treasurer of the Grain Dealers' National Association as annual dues of said affiliated member in that Association.

Sec. 3.—Members in arrears may be suspended from membership, and shall not be considered in good standing unless dues are paid. No member in arrears shall be entitled to vote at any meeting of this Association.

#### Article V.—Complaints.

Section 1.—All complaints or grievances shall be made to the secretary of this Association.

Sec. 2.—Appeals from action of the board of managers may be made to the Association.

#### Article VI.—Duties of Members.

Section 1.—It shall be the duty of each member of this Association to aid in protecting the inter-

The chair appointed on the committee P. E. Goodrich, Winchester; J. A. Adams, Bunker Hill; Maurice C. Neizer, Monroeville; Warren T. McCray, Kentland.

The meeting then adjourned.

#### NOTES OF THE MEETING.

Where will be held the next meeting?

This youngest association in the trade shows a marked degree of precociousness.

Secretary Sampson of Cambridge City wants to enroll the remaining 850 dealers.

The papers read at this meeting were exceptionally good and will bear reading. They are published in this issue.

The Grain Dealers' National Association was represented at the meeting by its secretary, George A. Stibbens, Chicago.

J. R. Martin, of the Ideal Car Loader Co. of Allenville, Ill., was there to explain the merits of the New Century Car Loader to dealers.

It was an unkind grain man who said that it

Ohio was there with F. W. Yaeger of J. F. Zahm & Co., Toledo; E. A. Grubbs of E. A. Grubbs Grain Co., Greenville; Joe T. Gehring, representing Cleveland Grain Co., Cleveland; Henry W. Brown, Cincinnati.

The following were among the Indiana dealers who attended: Sam Tomlinson, Winchester; S. B. Sampson, Cambridge City; Menno Yaggy, Woodburn; O. L. Reed, Star City; E. R. Wolcott, Wolcott; G. W. Friday, Idaville; Thomas Morrison, Kokomo; J. C. Gorton, Argos; James Wellington, Anderson; George C. Wood, Windfall; Maurice C. Neizer, Monroeville; G. L. Schlademan, Seaford; J. F. McCormick, Ambia; F. S. Snyder, Linton; William Nading, Shelbyville; J. J. Snodgrass, Hillisburg; E. M. Wasmuth, Roanoke; C. B. Riley, Rushville; Z. H. Stanley, Richmond; J. K. Slack, Muncie; Call Baum, Mathews; J. A. Mock, Moorland; J. M. Dunlap, Franklin; J. N. Cadwallader, West Lebanon; H. D. Baird, Marshfield; J. A. Adams, Bunker Hill; Joseph S. Henry, Wingate; Logan Henshaw, New Castle; H. A. Martin, New Castle; J. L. Schalk, Anderson; E. K. Sowash, Middletown.



THE INDIANA GRAIN DEALERS' ASSOCIATION AS PHOTOGRAPHED ON THE STEPS OF THE STATE CAPITAL, INDIANAPOLIS, ON JANUARY 8, 1902.  
Full-size copies of the photograph will be sent postpaid by Chas. F. Bretzman, photographer, 142 S. Illinois St., Indianapolis, on receipt of one dollar.

ests of the members of this Association and to assist in advancing the common interests of all, in every way possible.

#### Article VII.—Amendments.

Section 1.—These by-laws may be altered or amended by the majority of the members at any meeting.

George A. Stibbens, secretary of the Grain Dealers' National Association, read a paper on the subject, "State Association Methods." We publish it on another page of this issue.

The board of managers announced their selection of S. B. Sampson, Cambridge City, for secretary.

P. E. Goodrich of Winchester, Ind., said that as chairman of the legislative committee of the Grain Dealers' National Association, he had indorsed the Bacon bill, and it was the desire of the committee that this bill become a law. He asked that the Association support the bill and reviewed the work of the legislative committee, telling what had been done. He thought that the Indiana Association should have a legislative committee, one of the objects to which it should turn its attention being the present landlord's lien law. In closing, Mr. Goodrich moved that the president appoint a committee of seven, to include the president and secretary, as a legislative committee, one of the objects of the committee to secure a suitable amendment of the landlord's lien law.

was the first time the dealers in the front row in the picture ever assumed that position.

The dealer who doesn't rely on the president or his neighbor to push the work along is the one who is going to help make a successful organization.

The Chicago market was represented by Sam Finney with Churchill & Co.; George B. Dewey, representing the Calumet Grain & Elevator Co.

There weren't quite enough machinery men present to "go round," but they did the best they could. They were: H. H. Rice, representing Nordyke & Marmon Co., Indianapolis; A. S. Garman, representing the Huntley Mfg. Co. of Silver Creek, N. Y.; H. E. Furnass, representing the S. Howes Co., Silver Creek, N. Y.

G. T. Burrell's lost charm was restored to him. Every dealer knows, however, that Mr. Burrell shouldn't miss one charm among so many as he possesses.

The Indiana dealers on the Board of Trade kept open house during the convention and were kept busy entertaining their friends who called on them. Quite a number, however, attended the meetings.

Those dealers who wanted grain elevators built this spring had quiet talks with G. T. Burrell of G. T. Burrell & Co., Chicago, and N. A. Grabill of Daleville, Ind.

W. H. Aiman, Pendleton; P. E. Goodrich, Winchester; B. Herzer, Paulding; W. J. Lee, Kempton; J. R. Woodward, Lapell; William Green, Paulding; C. Cunningham, Terhune; J. M. Brafford, Frankfort; Cloyd Loughry, Monticello; R. J. Beals, Fairmount; Fred Geiger, Edna Mills; H. H. Montman, Delphi; O. L. Graves, Walkerton; Arquilla Grist, Greenfield; A. J. New, Greenfield; J. W. Waltz, New Palestine; T. B. Wilkinson, Knightstown; R. L. Ashby, Ladoga; C. G. Egly, Berne; B. E. Thornburg, Martinsville; E. F. Branch, Martinsville; C. H. Millikan, New Lisbon; J. W. Witt, Frankfort; S. W. Smelzer, Flora; O. J. Thompson, Kokomo; A. B. Cohee, Bringham; J. A. Bridge, Sedalia; Fred B. Fox, Tipton; J. E. Ryburn, Glenwood; John M. Enyart, Galveston; J. M. Coucher, Bennett Switch; W. H. H. Quick, Anderson; W. C. Welburn, Knightstown; G. W. Topping, Brooklyn; J. J. Hollowell, Jamestown; O. G. Carter, Goldsmith; L. L. Cook, Tipton; J. P. Allen, Wheatland; E. L. Carroll, Decatur; O. C. Gordon, Summitville; F. B. Miller, Muncie; W. E. Christie, Amo; J. A. McComas, Yeoman; E. Hutchinson, Arlington; E. W. Ball, Rushville; J. S. Hazelrigg, Cambridge City.

Farmers at Athena, Ore., are experimenting with popcorn—a novelty in that country.



## Court Decisions

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

### Consignees Getting No Grain Entitled to Recover Money Paid on Drafts.

A Michigan farmer sold a grain dealer about 800 bushels of wheat, to be delivered and put into cars furnished by the dealer. The sale was for cash. As fast as the grain was put into the cars, the dealer consigned them to a Detroit firm, procured bills of lading, attached them to drafts, and deposited them in a local bank, which at once forwarded them to Detroit for payment. The consignees honored the drafts, and paid them immediately to the local bank mentioned.

The dealer was at the time largely in debt to the bank, and the banker, it appears, knew of this farmer's sale of wheat to him. Then, as soon as the last wheat was drawn and delivered, the farmer demanded his pay of the dealer, and the dealer gave him a check on the bank, which was dishonored because the dealer had no funds in the bank. The farmer then replevined the wheat in transit at Port Huron, and the consignees brought an action of trover, as it is called, against the sheriff, who gave notice with his plea that the farmer was the owner of the wheat and that no title had passed to the dealer. Afterward those cases were settled and discontinued, and an assignee of the consignee's claim against the banker mentioned sued him to recover the money paid on the drafts.

Referring to an instruction which the trial judge gave to the jury that it was a cash transaction and that no title to the wheat passed to the dealer, the Supreme Court of Michigan says (Shanahan vs. Coburn, 87 Northwestern Reporter, 1038) it followed that the consignees had no right of action against the sheriff, who had a complete defense to that action, and that, after ascertaining that fact, they were justified in discontinuing that suit and bringing an action to recover the money paid.

### Liability for Conversion of Wheat in Turning Over Tickets to Tenant After Notice to Hold as Security for Landowner Under Lease.

A written lease for a farm owned by a woman contained a provision that she should hold 500 bushels of the tenant's one-half of the wheat until the plowing was done, "and shall be a lien on same for that amount; the tickets for the above five hundred bushels to be deposited" with a third party named. Now, this provision, the Supreme Court of North Dakota holds (Willard vs. Elevator Company, 87 Northwestern Reporter, 996), was a chattel mortgage and not a pledge nor an agreement for a pledge, so far as the wheat was concerned.

A change of possession of the article pledged, the court explains, is of the very essence of making a pledge, and a prerequisite to the valid creation of the relation of pledgor and pledgee. In this case, this essential—the transfer of possession—was wanting, and impossible to be complied with at the date of the contract or lease. The subject of the above provision—the wheat—was not in existence, and a delivery of possession thereof was not possible. Hence, although the language of the provision could be construed as creating a pledge, or a mortgage, it was nevertheless the duty of the courts to give effect to the intention of the parties in their negotiations, and such negotiations should not be construed to be meaningless or of no effect when their language was reasonably susceptible of a construction that gave force and effect to all the provisions thereof. Under the terms of this provision, every essential to the making of a valid chattel mortgage of the wheat was to be found therein. A lien was expressly created by this contract as security for the performance of the conditions of the contract, and it provided how these conditions should be performed in case of default by the lessee.

Nor could the provision be construed as an agreement for a pledge, for the reason that the lessee, or tenant, was not obligated to do anything concerning

these 500 bushels of wheat after the thrashing, under the terms of this contract, was done. His duty as to this ended when the thrashing was done. The owner of the farm was to hold these 500 bushels and to have a lien thereon. It was not his duty even to put this wheat into the elevator. True, if tickets had been procured for this wheat and placed in the hands of the third party mentioned, a pledge of the tickets would have been created; but this was never done, and was not done, the court says, because of the wrong of the elevator company sued here by the owner of the farm for the conversion of the wheat.

At the time of the delivery of the 500 bushels at the elevator (by the tenant), or immediately thereafter, and before the elevator company had issued tickets for such wheat, or made any disposition of it, the owner of the farm notified the company of her claim and asked it to hold such tickets until the tenant did the plowing. The elevator agent then agreed to hold the tickets for her. Thereafter the agent turned such tickets over to the tenant, and on demand thereafter later by the owner of the farm refused to deliver them to her. Under which circumstances, the court holds that turning the tickets over to the tenant without authority after such express notice was a conversion of the wheat, and no demand thereafter was necessary before the commencement of this action, wherein it affirms a judgment in favor of the owner of the farm against the elevator company.

### CONNERS RECOVERS HIS ANTE.

The Montreal Harbor Commissioners have returned to Mr. Conners of Buffalo \$47,000 of the \$50,000 put up by him when he secured free leases for elevators and warehouses on Windmill Point. Two years' interest on the \$50,000 made the gross amount due Mr. Conners \$53,000. From this was deducted the cost of restoring Windmill Point to its pristine condition, costs of legal advice, meetings and other incidentals, totaling \$6,000, leaving the net amount due Mr. Conners \$47,000. This sum was ordered paid him "as soon as the Conners' syndicate have signed an agreement to cancel and annul the deed of allotment and agreement of January 9, 1900, and give the commission full possession of the property allotted and abandon the work done thereon, and furnish full discharges of the seizures made in the hands of the commissioners."

At the time the lease of the Windmill Point site was granted to Mr. Conners a howl went up from certain interests in Montreal that the commissioners had given away the most valuable site in the harbor and made Mr. Conners a millionaire with one stroke of the pen. In spite of this Mr. Conners could not get capitalists to think so, and his enterprise failed for lack of financial support. It is satisfactory to the majority now interested in the matter that the matter has been settled justly and amicably, and that the commissioners are now in a position to begin to carry out the contemplated works at Windmill Point Basin next spring with no legal complications covering the site. But will they go ahead?

### ANOTHER BROOM CORN SQUEEZE.

Two-thirds of the visible supply of broom corn is now said to be in the hands of the "trust," the Union Broom Supply Company, and brush was selling at December 20 at about \$140 a ton, and is likely to go higher.

Apparently the broommakers have felt the pinch most, as brooms have not advanced in proportion to brush during the past three years. This situation was doubtless responsible for the large attendance at the annual meeting of the Broom Manufacturers' National Association at Chicago on December 17, when over 80 per cent of the plants were represented. Some days before a meeting of broom and broom handle men was held at Grand Rapids, when a "trust" was discussed. The prospectus and statement of the volume of water to be poured on the community have not yet appeared.

### MANITOBA WHEAT.

The government statistics of the Manitoba grain crops were published on December 15, showing the following totals:

| Grain—                | Total yield. | Aver. per acre. |
|-----------------------|--------------|-----------------|
| Wheat, bushels .....  | 50,502,085   | 25.1            |
| Oats, bushels .....   | 27,796,588   | 40.3            |
| Barley, bushels ..... | 6,536,155    | 24.2            |
| Flax, bushels .....   | 266,420      | 12.7            |
| Rye, bushels .....    | 62,261       | 23.0            |

The wheat crop of 1901 was 183 per cent of that of 1900; the oat crop was about 5,500,000 bushels greater and the barley yield 1,200,000 bushels greater. The province was therefore peculiarly favored by nature; but somewhat of that beneficence has been offset by a scarcity of cars to get the grain to market. While navigation closed with the lake elevators empty, by January 1 these houses, with capacity of about 7,000,000 bushels, were, if not actually refilled, at least nominally so, as were all the interior elevators of the province, both primary and terminal, as well as other buildings of all sorts that would shelter grain; and farmers were compelled to stop delivering grain, especially wheat, early in December. There is little demand for wheat all-rail shipment; and certainly at the prices that could be offered on that basis few farmers are disposed to sell, preferring to carry the grain until spring.

Of course, the situation has caused more or less friction. The farmers who use the elevators to store their wheat until they can get cars (paying 1½ cents storage first thirty days) accuse the elevator men of shipping out their own wheat when cars do arrive, in order to compel the farmer to pay ¾ cent per bushel for the following twenty days, while the railroads are accused by all the towns of discriminating in favor of towns "further west" which pay for a longer haul, etc.

Across the line in North Dakota, much the same condition obtains, especially in the northern and northwestern parts of that state. The primary elevators are all full, and, in addition, says a Grand Forks reporter, "thousands of bushels have been stored in temporary bins, all vacant buildings being filled with wheat and flax, while for some time the farmers have been unable to sell a bushel of grain for the reason that the elevator men have had no place to store it, and could not get a car in which to ship out grain and make more room."

There should be, and, indeed, in the future, there must be, more farmers' granaries in this northern country. A bin 30x12x12 feet in size will hold about 3,000 bushels of grain, and such a structure should not now be beyond the reach of the average wheat grower of that country.

### MEMBERS OF THE G. D. N. A.

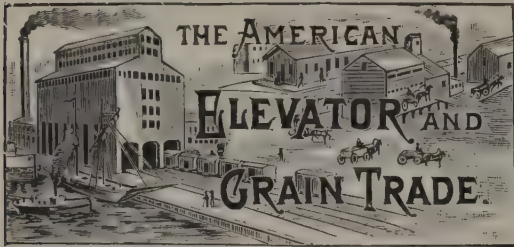
The following new members have been added to the rolls of the Grain Dealers' National Association during the past thirty days.

Geo. F. Reed, Boston; C. A. King & Co., Toledo; E. W. Wagner, Chicago; Eaton, McClellan & Co., St. Louis; Forrester Bros., St. Louis; Van Tassel & Bunn, Peoria; Harroun Elevator Co., St. Joseph, Mo.; T. A. Grier & Co., Peoria; Langenberg Bros. & Co., St. Louis; Martin J. Mullaly, with John Mullaly Commission Company of St. Louis; O. A. Orvis, with Bartlett Commission Company, St. Louis; M. F. Baringer, Philadelphia; Schaeffer & Boroff, Dayton, Ohio, and Tingley Bros., Columbus, Ohio.

The amount of Canadian wheat passing through Duluth in bond since the crop year 1901-2 began to December 25 was 5,200,000 bushels, with 1,500,000 bushels in store. It is estimated that as much more will be handled on this side the line before the season closes.

The state grain commissioner of Washington, in order to have Washington wheat going to European markets sold as such and not as Oregon wheat, has established a grade of what is called "fair average quality," samples of which have been sent to Liverpool at the state's expense for the purpose of stimulating the sale of Washington wheat.





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### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., JANUARY 15, 1902.

Official Paper of the Illinois Grain Dealers' Association.

### CANAL IMPROVEMENT.

The Erie Canal improvement bills prepared for presentation to the legislature of New York have been approved by Governor Odell, who, it is said, will recommend their passage, and, further, advise that laws be made to do away with the discrimination by the Buffalo elevators' pool against the boatmen in favor of the railroads.

The improvement bills appropriate \$28,800,000, of which \$13,700,000 is for lengthening the locks to pass 1,000-ton barges drawing 7½ feet of water, and \$15,100,000 for deepening the canals to nine feet. This is in accord with the enlargement plan of 1895, under which \$9,000,000 have already been spent. In variation from that plan, however, the governor will recommend that while the money be raised by a bond issue, there be levied a toll of 15 cents per ton on the traffic of the canal, the estimate being that this toll will in twenty years yield enough to retire the bonds. The outlook, therefore, is excellent for the rehabilitation of this "old and honorable" ditch, which did more than any one enterprise that can be named to give to New York the commercial supremacy that entitles her to the sobriquet, "the Empire State."

In a similar way, though to a less degree, the old Illinois and Michigan Canal did its part to develop northern Illinois and Chicago. Like the Erie Canal, the I. & M. "ditch" has been neglected and abused in the house of its friends. Like its eastern contemporary, it, too, should be revived. Instead of the visionary scheme of canalizing the Illinois River for ships that will never plow its bosom, a modicum of the money contemplated for that utterly useless improvement would at least enlarge its locks and deepen its channel to correspond with those of the Hen-

nepin Canal, and thus make a continuous waterway across the state to the Mississippi River. As it now stands, granting that the Hennepin Canal is not obsolete as to size, even before it shall be opened for traffic, at least a boat of full size for its locks cannot enter those of the I. & M. Canal, which are thirty feet shorter and narrower in proportion. An enlargement of both these canals by the federal government—since the state cannot constitutionally do so—for the 1,000-ton barge would solve the waterway question of Illinois and at probably half the cost of the proposed Illinois River improvement.

### THE NATIONAL ASSOCIATION MEETING.

The Board of Directors of the Grain Dealers' National Association will meet during the first week in March and will at that time decide upon the place for holding the next annual meeting. The cities which would like to secure the annual convention should make their desires known to the board of directors at this meeting.

Minneapolis and Memphis are each making strong efforts to have the meeting held in those cities, and while either, no doubt, would be an advantageous point, yet there are such markets as Toledo, Cleveland, Cincinnati, St. Louis, Milwaukee, which have a strong following among members of the Association, and would stand an equal chance of securing the convention if they would offer suitable and equal inducements. The advantages to the local trade of securing the annual convention of the Grain Dealers' National Association are manifold, and nearly all of the terminal markets would stand on an equality, it being the object of the directors to hold the meeting at such point as seems likely, other things being satisfactory, to best subserve the purposes of the Association.

### CHICAGO BOARD OF TRADE ELECTION.

The reelection of President Warren of the Chicago Board of Trade and of a directory in harmony with him and pledged to support the policy that has governed the Board the past two years is evidence that there is to be no backward movement by this important exchange.

The debt of the Chicago Board and the grain trade in general to President Warren and the supporters of his policy is one that is not easily estimated in the concrete. The simplest statement of it is that Mr. Warren's policy has doubled the value of memberships, and for the very good reason that the average broker is now able to do about twice as much business as he used to do. Last December's clearing-house statement shows 157,421 items, compared with 79,024 in December, 1900, while the total value of clearings for the month was \$11,178,000, compared with \$2,531,000 in 1900. Farther comparisons through the year would show how the business of the Board has been recovered by a management that understands its responsibilities.

Mr. Warren's policy is simply the application of business ethics to the management of the business of the Board. That commonest of sneaking methods of competitors—"dividing" the commission, once so-called—has been abol-

ished by driving out the offenders, just as the rogue elephant is expelled from the herd or an incorrigible crow is ejected from the flock. The war on the bucketshops was one that met with but a cool support from the average member whose temporary discomfort at the critical moments of the fight overshadowed the probable future gain—as it always does with small and invertebrate men who live from hand to mouth; but during 1901 the business of hundreds of bucketshops, worth, it has been estimated, at least \$3,000,000, has been turned into its legitimate channels, and the membership of the Board has both reaped the pecuniary advantage and had the satisfaction of seeing the grain trade correspondingly cleared of the stigma of alliance with common skin-game gamblers.

Without presuming to pass upon the merits of the "option" system of trading, the abolition by President Warren of this form of trading at Chicago at least deserves hearty commendation so long as the law of the state of Illinois classes the practice with gambling, punishable under the criminal code. A respect for the laws, always a duty, is especially the duty of a great commercial exchange, whose transactions, though largely done on honor, must also be of a sort to stand, if need be, the scrutiny of the courts. "Pleading gambling" will be of no avail whenever gambling, or trading tainted with it, is forbidden and the prohibition enforced as it now is on the Chicago Board of Trade.

### DEMISE OF F. H. PEAVEY.

It goes without saying that the death of Frank H. Peavey was a distinct shock to members of the grain trade, as it was to the community in which he made his home; nevertheless, the self-dependent character of the grain trade of the country is apparent in the fact that while in his death the greatest grain merchant in the world, probably, passed away, the effect upon the market was at most but momentary and that upon the trade as a whole quite remote.

Mr. Peavey was distinctly a type of the popular man of the world of to-day—the man who "does things"—like our President. Beginning life as a penniless youth in a strange city, handicapped at a critical moment by circumstances over which he had no control with what to other boys would have been a crushing load of debt, he nevertheless at an early age became a comparatively rich man and a financial power in the Northwest. As the Duluth Commercial Record forcibly says, "With the possible exception of Mr. Hill, his senior by fourteen years, Mr. Peavey had more finished work to his credit than any man in the Northwest; his unfinished work was small."

Mr. Peavey's success, as he himself said, came through strictly legitimate channels. He was a grain merchant—not a speculator. Given a technical knowledge of grain and the channels it must travel to market, he knew and frequently said that there is no safer business on earth than that of the grain dealer. Barring mismanagement and speculation, failure is practically impossible in a market where there is grain enough to be handled to make profit possible. Mr. Peavey handled grain strictly as a species of merchandise. He died at 52, worth two and a half millions; but the financial possibilities of his "finished work," which will inure



to his estate, are incomparably greater—almost limitless. Unhappily, he died too young to see the full fruition of his plans.

### CASH SALES STILL TAXED.

Department rulings at Washington are quite equal to the feat of splitting the hair "twixt north and northwest sides," as in the case of the tax on sales of "cash" grain. What the law of Congress may have meant to say "cuts no ice;" it is what it says that must be, Commissioner Yerkes says. And thereupon he proceeds to declare—what no one else can see in the words of the law—that untaxable sales of cash grain are sales only of grain actually "in boats, vessels or cars, and in process of immediate transportation." A sale of "cash" grain that must be loaded from a terminal elevator is, therefore, not a "cash" sale—a judgment that certainly does credit to Mr. Yerkes' ability to protect a treasury that at present needs no protection in that petty way.

The decision at least warrants another protest against the continuance of taxes that are both useless and vexatious—perpetuating what the Chicago Tribune pertinently calls the "present endless chain," or system of forcing money uselessly into the treasury and thus withdrawing it from circulation until the secretary shall force it out again by the purchase of bonds at a loss to the government, and then collecting it again and again ad lib.

The transactions taxes should be abolished. Members of Congress, chiefly those from the rural districts, may defend them on the plea that the "money comes out of the speculators," but a little reflection upon the incidence of taxation in general will show that the burden of the tax falls on the grain and is paid either by the grower or the consumer—in part by both, but mostly by the grower.

### LIGHTERAGE CHARGES AT NEW YORK

Perhaps if we knew into whose pockets the profits went, many of the queer charges made by railroads, dock companies and other factors in the world's transportation system might be more explicable than they now are to outsiders. For example, when a consignment of export grain reaches the Jersey shore opposite New York it is unloaded from the elevator into barges without cost to the owner of the grain, and is towed to any point within the lighterage limits of New York and placed alongside a steamer. But if a shipper desires to save the railroad the expense of thus transferring his grain and is willing to send his steamer direct to the railroad elevator, whence the grain can be immediately transferred from the cars to the steamship, he is not allowed to do so under current regulations unless he pays to the railroad the arbitrary charge of 1 cent per bushel for the privilege.

Of course, it is clear the purpose of this charge is to protect the treasury of the parasite company, the floating elevator monopoly, which draws its revenues from the treasuries of the railroad; but in effect it is one of the port abuses which have brought about both an absolute as well as a relative loss of business in grain at New York. It is also a contributing

factor to the causes which make New York Produce Exchange seats sell at \$50 each, compared with \$4,000 for Chicago Board of Trade memberships and \$80,000 for one in the New York Stock Exchange, "over the fence" from the Produce Exchange.

An effort is again being made to abolish this lighterage charge, among other measures proposed for the relief of the port of New York. Some day in the future the real abolition may come.

### INTERSTATE COMMERCE LEGISLATION.

While, of course, the importance is appreciated of such weighty legislation as the isthmian canal bill, the Philippine tariff, ratification of reciprocity treaties with Cuba, France, etc., yet of greater personal moment to American business men than all these is the rehabilitation of the interstate commerce law and the restoration to the Commerce Commission of the powers that have been taken away from it by the courts. For it must not be forgotten that the proposed amendatory legislation is not new in fact or radical in theory. After the law first went into force and effect the Commission exercised the power to regulate, if not actually to "fix," rates and otherwise to control the railway service in the interest of shippers, and the railways acquiesced until the courts, by a subtle process of reasoning, suggested by still subtler pleaders, decided that such powers were not in fact conferred upon the Commission by the law.

There are two classes specially interested in the rehabilitation of the Commission, to wit, the shipper at non-competitive points and the small but regular shipper. These classes are at the mercy of the railways. It is the non-competitive territory, the importance of which theoretically the roads should use every effort to promote, that pays all the traffic will bear and makes up the losses at competitive points, and it is the small and regular shipper who is at the mercy of a competitor who gets a secret rate. The pinch of unfairness to these two classes it is which has created the strong public opinion now demanding reform.

Even the roads admit that reform is necessary, but they want something devised that will do away with secret rates, and this they see only in a "pooling" privilege. It is significant, however, that some of the larger roads, which not long since were supposed to be supporting the Cullom amendments, apparently with the understanding that permission to pool would be injected into the bill, are now opposing any legislation except, perhaps, and that only tentatively, which permits pooling. Does this mean that the Congress has "seen a great light" on this subject and that the bill about to be introduced is likely to be molded into a final form more drastic than at first contemplated, by giving the Commission power to fix rates and to exercise almost absolute powers of control, subject only to review by the courts?

Insurance rates have been advanced 25 cents each on grain elevators and contents and on malt elevators 25 cents on building and 50 cents on contents. At this rate an insurance policy will be as luxurious and rare a piece of furniture in Chicago as a Millet's "Angelus."

### FROM THE MACHINERY STAND-POINT.

The business done last year by grain elevator supply firms was satisfactorily large in comparison with former years, and both the large and the small houses had all they could do during the entire year. There was no particular section where grain elevator building was especially remarkable as being more brisk than in other sections, and business was about equally divided through all the wheat and corn belt states.

In Chicago all the manufacturers of grain elevator machinery were busy, and one of the reasons given for this state of affairs was that the majority of the firms in that city worked but one shift nine hours a day. Thus, when work accumulated too rapidly, instead of putting on a night force, it was given over to some firm temporarily less busy, or which had not been, perhaps, so fortunate in securing original contracts. This mode of handling the business was found to be very satisfactory to all, as it saved the manufacturers from paying of price and a half for overtime work. The system also insured better results, for the finished product suffered from no inferior workmanship, resulting from overtime employment, it being recognized as a fact that it is impossible for the employee to give his best service after he had already done a good day's work.

The past year was noted for the number of large contracts placed, the number being greater by far than in any previous year in the history of elevator building. There were no marked improvements in the methods of handling grain, although elevator builders vied with each other in constructing economically working houses.

A remarkable feature of the machinery business was that while raw material in a great many instances advanced 25 per cent, the finished product in machinery was sold at very little, if any, advance over former years. Nearly all machinery houses say that while indications do not now seem to point to any better business than last year, yet it is almost certain to be as good.

### SECRETARIES' MEETINGS.

Secretary Stibbens makes an excellent suggestion in the proposition that the association secretaries should hold a meeting, or frequent meetings, to unify their work, thus bringing the work in all the states into harmonious relations. This is in line with the suggestion made some time ago by the "American Elevator and Grain Trade" that the directory of the National Association might well be put into the hands of the presidents and secretaries of the state associations. For obvious reasons, this is impractical, owing to the desirability of giving the widest possible representation of interests in the National's directory. Mr. Stibbens' suggestion, however, if acted upon, as no doubt it will be, will accomplish the same ends by bringing the state secretaries into closest touch with the National's secretary. The harmonizing of state work will also tend to strengthen the work of the National Association and give greater force to all the work by solidifying associational influence and power, were the exercise of the latter actually required.



# EDITORIAL MENTION

New trading rules have been adopted by the Louisville Board of Trade, in effect now.

Adulterated and plugged oats are said to be getting to be a drug on the market. Don't overdo it.

At any rate, it has been a great crop year for the farmer, even if some corn belt elevators have had to be weighted down for want of corn.

Write your member of Congress, and especially your senator, that you feel the interstate commerce law should be amended as soon as possible.

The Indianapolis Board of Trade is going to have a "smoker" soon to arouse interest in the work of that organization. Let us hope it won't all end in smoke.

The stock companies insist that the mutual fire insurance companies are "failures," but all the same the Millers' Mutual continues to grow bigger and better every year.

It seems like blotting out some of our honorable ancient history to have the firm name of I. M. Parr & Sons, in existence since 1798, we are told, disappear from the Baltimore directory.

The Indiana regular dealers have made an excellent start, and, with proper coöperation of the regular grain buyers of the state, the new association will become a power for good in the state. Have you joined, Mr. Reader?

We are informed that the complaint of Farrington Bros. of Syracuse, N. Y., versus a member of the Ohio Grain Dealers' Association (whose name was withheld) has been withdrawn, as the grievance was amicably and satisfactorily adjusted by all the parties interested.

The Minnesota Railway and Warehouse Commission, having dumped all the "other fellows" overboard and filled the inspection office with loyal party men, now intends to keep them in by adopting a system of "civil service reform." Good; it's never too late to begin; neither will anyone look such a "gift horse" in the mouth.

The citizens of Niles, Mich., who don't buy grain but think they know how to better than the men who do, are talking of a "municipal elevator" to compete with the Niles Milling Company as a grain buyer. Men have been known to do queer things in grain, but a "municipal" elevator scheme is quite at the head of the procession so far as it has gone.

As a system of procedure for association secretaries and officers, Mr. Stibbens' paper read at Indianapolis on "State Association Methods" is exhaustive enough to be used as a text-book. And not by them only, but by individuals as members of grain trade associations. In short, the whole theory of association work is embraced in its brief compass, making the paper of

the highest value for shaping trade opinion on the most important of subjects.

The wear and tear of a business yielding a profit of \$400,000 to \$500,000 a year is no doubt enormous, but there are few who would imitate Schwartz, Dupee & Co. in giving it up. They'd "hire a boy."

Grain insurance at the terminal markets is becoming more and more difficult to get in unlimited quantity as formerly. Sooner or later this condition will force all elevator men to build absolutely fireproof houses in place of those only relatively so, as is often the case at present.

Again Registrar Hogan observes in his report to the Railway and Warehouse Commission, that the grain certificate cancellation law, which aforesaid "could not be executed," is now executed as the law directs and "satisfactorily to grain dealers and brokers alike." It simply required that a little business be injected into public business.

The Chief Grain Inspectors' National Association has concluded to postpone its first general meeting from January, as at first proposed, to February 13, 14 and 15 next. The meeting will be held at Philadelphia, and each inspection market is expected to have at the meeting samples of all contract grades of grain. This will be the largest gathering of grain inspectors ever held, and the meeting can hardly fail of most important results.

In spite of the Buffalo railroad-elevator pool, the crippled Erie Canal handled in 1901 over 2,000,000 bushels more grain than in 1900, though more than that amount less than in 1899. Should the canal bills pass the present legislature the building of boats is expected to begin at once, the small business being now attributed to an actual scarcity of boats, which have been allowed to go to decay owing to uncertainty as to the future of the canal.

The December quarterly report of Secretary F. D. Coburn of the Kansas State Board of Agriculture includes a complete statistical summary of the crop of the state for 1901, and also another of the secretary's exhaustive monographs, this time on "Hereford Cattle." Secretary Coburn is certainly one of the ablest men in his line of work in this country, and it can easily be understood why not only Kansans, who are the direct beneficiaries, but other agricultural experts in all parts of the country, hope some day to see him at the head of the national Department of Agriculture at Washington.

The secretary of a Minnesota farmers' elevator company has gone wrong some \$8,000 worth, and his bond is said to have expired in July last. Perhaps the farmers thought the bond ran on forever. At any rate, they were "surprised." Meantime another manager who did not go wrong has resigned because his farmer employers thought \$100 a month an exorbitant salary. The truth is the average farmer thinks the man who works in town with his brains as hard as a good manager must, ought to be content with a "pork sausage and buckwheat cake" salary. Perhaps that's one reason why so many farmers' elevator com-

panies go broke. They can't well be run without brains, and farmers are not as a rule willing to pay for their use.

The shrinkage of grain receipts at Chicago of over 50,000,000 bushels in 1901, as well as the increase in the size of the average carload, has forced the Illinois Board of Warehouse Commissioners to increase the inspection fee from 25 to 35 cents per car, in order to keep the department self-sustaining, as the law requires. Chicago's receipts have not been so small for a generation, perhaps.

The man who "stored" grain in Minnesota, E. M. Walbridge, formerly of Northfield, and was indicted for conversion of the grain when it could not be found by the owner, plead guilty at Hastings, and was fined \$200, on January 6. Two other similar indictments are still pending. This experience may cure Mr. Walbridge of a bad practice which the custom of the trade and not personal dishonesty led him into, but how will it affect others who are playing with the same kind of fire?

The line elevator system is not without features that are objectionable, it must be confessed; to the farmer. Even quasi-monopolies are seldom considerate, and not the least aggravating characteristic of this system is the disposition of line companies to shut up minor elevators as soon as the cream is taken off the year's possible business at the station. This, of course, compels farmers to make a longer haul that would be necessary with all the houses open. This practice is not much better than scoop-shoveling, even if the business is done through an elevator, and it is not difficult to see that it distinctly tends to create bad feeling that is excusable from the farmer's point of view.

It may interest those who are watching the performance of the new 100,000 pounds' capacity cars put into commission by the Pennsylvania Company, and which Weighmaster Foss was the first to load with 110,000 pounds of grain, as mentioned here a month ago, to know that the cars arrived at Jersey City safely, if not expeditiously, and that their outturn was surprisingly close to shippers' weights. The cars are still in the tentative stage of their usefulness and will be until the "motive power" department shall have figured out their technical relations from every point of view, down to the ultimate decimal. Apparently, however, as a "freight house on wheels," the cars are a success.

The United States Supreme Court, in a decision handed down on January 6, sustained a decision of the Kentucky Supreme Court, assessing a fine on the L. & N. R. R. Co. for charging a higher rate for a short than for a long haul. The railroad company did not deny the facts, but defended its practice by pleading the fourteenth amendment. Judge Shiras, who prepared the decision, said that the case did not involve the question of the power to fix rates, as contended by the railroad company, but merely the question of uniformity of rates. This was a question of state policy. "When," he said, "the citizens of Kentucky voluntarily seek and obtain a grant from the state of a charter to build and maintain a public highway in the form



of a railroad, it would seem to be evident that they take hold and operate their road subject to the constitutional inhibition we are considering, and are without power to challenge its validity."

Weighmaster Foss of Chicago has put "ye editor" and his various assistants under obligations for a holiday souvenir in the form of a beautiful pocket calendar and diary, each book being marked with the recipient's name. Now, if we had a bouquet that would really fit the case, we should send it to Mr. Foss with due ceremony; but his generosity to the press is only equalled by his conscientious service to the grain shipping public, so that one finds words quite inadequate to do him justice in either case without seeming to "slop over."

It is funny, of course, that the assessors could find grain worth only \$33,000 in Chicago elevators on April 1, 1901, when the Board of Trade reports showed 20,000,000 bushels in store on that date. But Mr. Henry Crawford, who was pleading this fact in behalf of his client, the Union Traction Company, forgot that the assessors must needs find an owner for the balance of the 20,000,000 bushels they failed to assess before they could really "find" the grain to assess. That they found \$33,000 worth is something to their credit, considering.

A convention of "independent country elevator managers" is called to meet at St. Paul on January 14-16. There are, of course, some independent elevators in the Northwest, but that there are "some 4,000 of them," as is claimed, in this part of the country, which is confessedly controlled by the line elevator companies, is absurd. The fact, too, that the meeting has been called by J. C. Hanley of the National Grain Growers' Association "queers" the meeting on the start, as among other things a "coöperative" commission company is to be "discussed." Of course, we can't tell, but the movement looks like another of Squire Hanley's fakes.

Now that Mr. Conners has surrendered his leases on elevator sites at Montreal on consideration of recovering \$47,000 of his ante, the harbor commissioners have again begun to tamper with the concession seeker, and while they seem to have turned down the Calumet Grain & Elevator Company, which has renewed its offer to build an elevator in that city, they have notified Capt. Wolvin of Duluth that they were open to propositions. This Montreal elevator business certainly is quite interesting. To keep track of its protean changes of base is quite as exciting as the sporting life and quite as wearing on the system, too.

The impression is gaining ground that the pressure of the tradesmen and merchants upon the Reichstag in opposition to the proposed German tariff will prevent that bill passing in its present form. Among other propositions under consideration is the formation of a commission to inquire into the condition of the land-owners and farmers, who are now making such a "wail of woe." German economists and publicists of the best class, as do those in America, now realize that new tariffs must make concessions, not make concessions impossible, if international, and, therefore, domestic trade also, is

to be fostered. The last economic utterances of President McKinley have become the shibboleth of enlightened merchants the world over.

The arbitration of the Bartlett-Brown episode at Milwaukee will naturally draw attention to a rule which is said to be under consideration by the directors at Chicago, permitting only actual members of the Exchange to negotiate purchases and sales in the pit, as is now the case on the New York Stock Exchange. The decision in the Bartlett case, referred to elsewhere, certainly is against the traditions of the Milwaukee Chamber of Commerce, at least, however it may technically conform to the rules.

The Northern Securities Company is not without interest to the northwestern and western grain shipper. If it be true, as so conservative a journal as the New York Evening Post says, that the earnings of the N. P., G. N. and C., B. & Q. will not pay the expected dividends of the N. S. Co., even in the best years, what is to happen? Will the holders "unpocket" the water, or will rates be manipulated to fit the exigencies? These "big schemes" of our present-day financiers somehow seem to befog one's gaze into the future, out of which something unexpected may drop at any time.

The sprinkler system of automatic fire fighting is not so general in elevator property as in other classes of warehouses. This is no doubt due to the fact that in the grain elevator, while the sprinkler system undoubtedly lessens the risk on the building, it rather increases it on the contents. For example, in the equipped Freeman elevator at West Superior, the loss on building was only 5 per cent, while that on the contents reached 10 per cent. Again, at the Appleton malt elevator, also a sprinklered house, the loss on building was insignificant, while that on contents reached 60 per cent. The difficulty really seems to be insuperable in grain elevators, which must be protected in some other way—by "eternal vigilance," perhaps, although the Freeman elevator fire seems to have been a spontaneous affair, originating in the screenings bin.

The year 1901 was an exceedingly prosperous one at all the great terminal markets, in spite of the failure of the corn crop. In Chicago the large increase on speculative business made it possible, as President Warren has said, "for every house doing business on the Board to make very fair profits." At Minneapolis the large wheat receipts pushed the total receipts of grain up to 90,000,000 bushels, the largest record by this market. Kansas City also reports a big business, so that memberships on the Board have advanced from \$500 to \$2,000. A large part of this prosperity is based, however, as is that at Milwaukee, on puts and calls trading. Milwaukee, however, enjoyed heavier receipts than usual, especially of barley, while her "cross the lake" winter route has been of benefit to her shippers and brought her business. St. Louis, too, has no cause to complain. Indeed, New York seems to be the only grain market that has suffered an actual relapse. This is not unexpected. New York is too conservative, in the first place. Like the Englishmen, her merchants love to imitate, she allows port parasites to suck the life out of her trade and steal away her

nerve. Some of her western contemporaries need a reprimand for their failure to coöperate with Chicago in the war on the bucket-shop, which, in spite of themselves, thanks to Chicago's work, has brought prosperity to all of them, but New York has been incorrigible on this subject. And Produce Exchange seats are worth \$50 a piece—could hardly be given away, perhaps, but for the insurance benefits attached to them. Verily, she has her reward.

A call has been issued for a "Kansas Reciprocal Convention," to be held at Kansas City on January 22-23. The object of this convention, the temporary organization of which is in the hands of Governor Stanley as chairman and A. B. Hulet and T. J. Anderson as secretaries, is to promote trade, especially with our Latin-American neighbors. It is proposed to discuss several propositions relating to this work, including subsidies to ships making regular trips to ports not now having a service; a national school of commerce, the graduates of which will be eligible to the consular service; a law creating an international banking system; permanent exposition of Latin-American products and wider reciprocal trade with all countries, especially the Latin-American states. It is presumed notice of this convention has been sent to Senators Lodge and Aldrich, who are especially conspicuous as having the Kasson reciprocity treaties concealed about their persons, which they respectfully refused to allow the Senate to see and discuss.

The Interstate Commerce Commission has been making inquiries in the West this month. In the old days, when the law was supposed to have a "business end" to it, it was the habit of freight office men and the traffic managers of the big grain and packing houses to suddenly develop a case requiring treatment on the Mexican plateau when the Commission put in an appearance. But nowadays they simply walk into the government building where the Commission is sitting and 'fess up. President Paul Morton of the Santa Fe, at Chicago, acknowledged that his road—that all the roads—made rates below the published ones on beef and cattle, and generally was as frank and above-board as Mr. Morton always is. But at the Kansas City examination, where grain rates were under examination, railroad memories and information were not so good. Although John A. Hall of Hall & Robinson testified the Missouri Pacific gave him a rate on "export" grain of three to five cents under the published tariff, and, although W. P. Tackett of the Kansas City Transportation Bureau said that all the eastbound roads have special shippers who "receive concessions"—yet the representative of the Santa Fe system "knew of no private arrangements" by his road, which "gives no favors." The hearing at Kansas City was so interesting that the Commission is going back there for another try at the truth. The contrast between the testimony at Kansas City and that at Chicago on packing-house products is so great as to suggest that at the former place the railroad men and railroad elevator men may still harbor the belief that the interstate commerce law is going to punish witnesses for telling the truth. One would not think it, to hear Kansas City talk, but really they do seem still to be "from Missouri" down there.



## Trade Notes

The Chattanooga Implement & Manufacturing Company of Chattanooga, Tenn., are making the Gardner Pea Huller, formerly made at Dalton, Ga.

The Model Gas Engine Company, Auburn, Ind., are putting on the market a new friction clutch pulley, which is said to be very satisfactory for gas engine work.

The Invincible Grain Cleaner Company have added to the list of their representatives Mr. N. B. Trask, who makes his headquarters at the Lochiel Hotel, Harrisburg, Pa.

The J. L. Owens Company will erect a three-story factory and warehouse at Minneapolis, Minn., and engage in the manufacture of grain-cleaning machinery, largely of the hand-power type.

The Joseph Dixon Crucible Co., Jersey City, N. J., are making many friends for their graphites among the owners and operators of automobiles. Everyone owning such a machine should send for their Automobile Circular No. 5.

The Hall Distributor Co. of Omaha, Neb., report active preparations for a greatly increased business in the spring. They will endeavor to have new full-size spouts and their ear corn attachment ready for delivery at that time.

George B. Carpenter & Co. gave a reception and dance, on the evening of December 28, for all their employes. It was held in the sail loft of their establishment, at 200 South Water street, Chicago. The musical talent was the best obtainable. This was the third affair of the kind given by the firm in four years.

The Charter Gas Engine Company, Sterling, Ill., report that their business for last year was by far the greatest they have ever enjoyed. Their's is a case of "good goods well advertised." They have been steady advertisers in the "American Elevator and Grain Trade" since its first issue. May their business continue to grow.

The Ritter-Conley Manufacturing Company of Pittsburg, Pa., have completed, after more than two years' work, what is probably the greatest iron and steel plant contract ever let to one concern. It involved the erection, from the ground up, of the entire works of the Dominion Iron & Steel Company at Sidney, Nova Scotia.

The Weller Manufacturing Company of Chicago received its share of business during 1901, the books showing a larger business than in any previous year of its history. During the year this company was for a short time handicapped by the molders' strike, yet suffered no serious hindrance in filling its many important contracts. The company reports a good outlook for 1902.

Barnard & Leas Manufacturing Company, Moline, Ill., have arranged with the Straub Machinery Company of Cincinnati to act as their agent in Ohio, the western part of West Virginia and the eastern parts of Indiana and Kentucky. The business of this territory will, without doubt, be looked after in a capable and satisfactory manner by this long-established and enterprising Cincinnati company.

Nordyke & Marmon Company, Indianapolis, Ind., manufacturers of everything in the milling line from a farmer's feed grinder to the equipment for the largest flour mill in the world, have just closed fifty years of business. The growth of this concern has been remarkable, but it is none the less merited. The old motto, "Onward, our watchword. Quality, our hobby," adopted by the founder of this great company in 1851, has been faithfully followed and lived up to all these years.

C. A. King & Co., Toledo, Ohio, on a recent market report sheet, quote a letter from one of their customers at Williamsport, Ind., in which he tells of having shipped them a cargo of corn in 1854, via canal. The returns reached him through a neighbor who happened to be in Toledo buying lumber for a barn. He brought the currency and account sales in an old-fashioned pair of saddle-bags. The

firm of King & Co. was established in 1846. Things have changed somewhat since then, but they still regard a good reputation as more valuable than ill-gotten gains.

The firm of Stephens, Adamson & Co. of Aurora, Ill., have incorporated under the name of Stephens-Adamson Mfg. Co. The officers are as follows: W. W. Stephens, president; F. G. Adamson, vice-president; D. B. Piersen, secretary; Wm. E. Bee, superintendent. The capital stock of the company is \$35,000. The business during the past year has been very prosperous and the beginning of the new year finds their shop so full of orders that they have been compelled to run with a full force of men until 9 o'clock every night. The indications are that the company will have all the business they can take care of during the coming season.

The 1902 calendars received from the trade this year were not so numerous as usual, but they were of excellent quality for the most part, as should be the case. We enumerate them as follows, with such descriptions as it seems possible to give: Richmond City Mill Works, Richmond, Ind., size, 14x16, dark green; ornamentation, Nonnenbruch's "Contentment" in original colors. The Wolf Company, Chambersburg, Pa., 13x18; a woman's head and bust surrounded by fleur-de-lis, all in natural colors, and in relief without background. Munson Bros. Company, Utica, N. Y., 14x18, black; ornamentation, half-tone, in colors, "Evangeline." Union Iron Works, Decatur, Ill., 14x22, olive green; ornamentation, half-tone of dog, Ada L. Stewart's "A Prince of the Heather," in colors. E. L. Ulrich & Sons, grain merchants, Springfield, Ill., a very neat little calendar of convenient size for the office or desk. Tingley Bros., grain and hay, Columbus, Ohio, sage green card, 11x14, bearing a reproduction of K. Witkowski's painting entitled "Hello." The finest calendar of the season comes from Reynolds Bros., grain merchants, Toledo, Ohio. It is a four-sheet affair, 10x14, tied with silk cord. Each sheet bears a handsomely costumed female figure. All the sheets are decorated in poster style, are handsomely lithographed in colors, embossed and stamped in gold. Geo. H. Phillips, 231-235 Rialto building, Chicago, sends out a handsome ivy green calendar ornamented with a reproduction in natural colors of one of the corn paintings of R. Montgomery, the "farmer painter" of Illinois. The corn looks like the real thing and Mr. Phillips has labeled it "Not of the 1901 crop." Reliance Mfg. Co., Indianapolis, Ind., send a small wall calendar bearing a pleasing scene printed in natural colors.

## IN THE COURTS

A bill in chancery was filed at Knoxville, Tenn., by Lawson Dykes against the Southern Stock & Grain Company to recover \$2,300.

John Dill at Indianapolis has sued D. W. Marmon for \$20,000, claiming personal damages. Mr. Dill claims to have had a leg cut off at defendant's elevator at Noblesville while switching.

An attachment was filed December 13 against the Eastern Commission Company of New York City for \$4,333 in favor of the American Hay Company, for balance due for hay sold from September 5, 1900, to July 15, 1901.

George W. Fraine of Rugby, N. D., has brought suit against J. E. Sullivan of East Grand Forks to collect a note of \$600 given ten years ago to Doheny & Wybrant, grain commission men, and assigned to Fraine, who claims to be the innocent purchaser. The defense pleads gambling, the notes having been given for the purchase of wheat options.

A. O. Slaughter & Co., Chicago, have filed a creditor's bill in the Circuit Court to compel certain stockholders in the defunct Chicago Elevator Company to pay to them the remaining amount claimed to be due on the stock they hold in the company. According to the bill, the complainants secured a judgment against the Chicago Elevator Company for \$110,871.59 on May 8, 1901. An execution was issued, but the sheriff, it is said, re-

turned the writ unsatisfied on August 15 last. Those who are made defendants in the bill are Ernest F. Smith, John L. Dodge, S. C. Trubee and the estate of C. R. Cummings. The same complainants have brought a separate suit against Ernest Smith to recover \$75,000 alleged to be due the firm on account of elevator certificates held by them.

H. S. Newlin recovered a judgment for \$105 before the justice against Martin & Son, grain dealers, at Rileysburg, Ind., on December 26. Newlin was a tenant of Enos Smith. When Newlin marketed his crops he left a sum of money due himself and another sum due Smith in Martin & Son's hands. But Smith induced Martin & Son to pay both sums to him, to be credited on a note by Newlin to Smith. To this Newlin objected. Martin & Son have appealed to a higher court.

Edw. B. Butler obtained a judgment in the Superior Court of Cook County on October 19, 1888, against August W. Nohe for \$1,000.83. On May 24, 1900, Butler obtained a writ requiring Nohe to show cause why the judgment should not be revived, as it had never been satisfied. Nohe pleaded that the judgment should not be revived, as it was rendered upon four promissory notes given in settlement of certain transactions concerning the purchase of options in grain, which he declared to be gambling contracts. Both the Superior and Appellate courts held that "when a judgment has been obtained at law upon promissory notes given in payment of money due on transactions involving the purchase of options to buy and sell grain or other commodities in the future, that judgment cannot later be revived."

John F. Dornfeld has filed a suit against the Galland-Henning Pneumatic Malting Drum Manufacturing Company at Milwaukee for \$10,000 damage and \$7,760.50 alleged to be due on contract. He asks for an accounting, etc. Dornfeld is the patentee of a pneumatic malting system, and he claims that on September 1, 1895, he entered into an agreement to give to the defendants the right to use the patents upon the payment of royalties. It is alleged that the Galland-Henning Company, for the purpose of evading payment of royalties, substituted a drum for germinating instead of the compartment floor used in Dornfeld's invention. He sets forth in the bill that the royalty upon certain apparatus was to rate in proportion to the capacity of the plants installed. He asks for an accounting in this respect, alleging that he knows at least \$7,760.50 is due him from this source. Further, he alleges the firm has infringed on subsequent patents issued to him to his damage in the sum of \$10,000.

Charles F. Orthwein & Sons have brought an action in the Federal court at Galveston against the Cameron Mill & Elevator Company. The suit grows out of shortages caused by the great storm of 1900. The following is the alleged state of facts: The Orthweins assert, among other things, that under the custom existing in Texas relative to sale and delivery of grain for export, the final contracts and payments are subject to elevator weights and grades at the port of Galveston. The further allegation was made that numerous cars of the wheat were short, both in weight and grade, according to the Galveston grain inspectors' weights and grades thereon, wherefore they claim the right to recover the excess or difference in the amount originally paid for wheat on bills of lading therefor, due according to the weights and grades, as reported and fixed by the Galveston grain inspector when the cars are finally unloaded and the wheat unloaded in the Galveston elevators for export. Of course, the weights and grades of the wheat were greatly changed as a result of the Galveston storm in September, 1900, and the defendant claims that the damage, not being due to its fault, the Galveston inspector was not conclusive as to the rights of the parties.

It is said that common salt scattered in successive layers over newly mowed hay acts as a preventive of fermentation and in consequence reduces the risks of spontaneous combustion in the mow.



## RANGE OF PRICES AT CHICAGO

The daily range of prices for cash grain at Chicago for the month ending Jan. 12 has been as follows:

| December. | NO. 1 W. WHT. |        | NO. 2 W. WHT. |        | NO. 2 CORN. |        | NO. 2 OATS. |        | NO. 2 RYE. |        | NO. 1 N.W. FLAXSEED. |         |
|-----------|---------------|--------|---------------|--------|-------------|--------|-------------|--------|------------|--------|----------------------|---------|
|           | Low.          | High.  | Low.          | High.  | Low.        | High.  | Low.        | High.  | Low.       | High.  | Low.                 | High.   |
| 12        | 79 1/2        | 82 1/2 | 75 1/2        | 78 1/2 | 64 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 13        | 80            | 83     | 75 1/2        | 78 1/2 | 65          | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 14        | 80 1/2        | 82 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 15        | 80 1/2        | 82 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 16        | 80 1/2        | 82 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 17        | 80 1/2        | 82 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 18        | 80 1/2        | 82 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 19        | 80 1/2        | 82 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 20        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 21        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 22        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 23        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 24        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 25        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 26        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 27        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 28        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 29        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 30        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 31        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| Jan. 1    | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 2         | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 3         | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 4         | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 5         | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 6         | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 7         | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 8         | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 9         | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 10        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 11        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |
| 12        | 81            | 83 1/2 | 75 1/2        | 78 1/2 | 65 1/2      | 66 1/2 | 46 1/2      | 48 1/2 | 63 1/2     | 65 1/2 | 150 1/2              | 152 1/2 |

\* Nominal price. † Holiday.

During the week ending December 20, Prime Contract Timothy Seed sold at \$6.55 per cental; Prime Contract Clover Seed at \$9.25@9.40; Hungarian at \$1.75@2.00; German Millet, \$1.50@2.10; buckwheat at \$1.30@1.50 per 100 pounds.

During the week ending January 3, Prime Contract Timothy Seed sold at \$6.55 per cental; Prime Contract Clover Seed at \$9.40@9.75; Hungarian at \$1.90@2.15; German Millet at \$1.00@1.15; buckwheat at \$1.45@1.57 1/2 per 100 pounds.

During the week ending January 10, Prime Contract Timothy Seed sold at \$6.55 per cental; Prime Contract Clover Seed at \$9.75@10.00; Hungarian at \$1.90@2.15; German Millet at \$2.10@2.50; buckwheat at \$1.45@1.57 1/2 per 100 pounds.

## WHEAT RECEIPTS AT PRIMARY MARKETS.

The wheat receipts at eight primary markets during the twenty-seven weeks ending Jan. 4, for the last two years, according to the Cincinnati Price Current, were as follows:

|                      | 1901-2.     | 1900-1.     |
|----------------------|-------------|-------------|
| St. Louis            | 14,488,000  | 16,812,000  |
| Toledo               | 5,903,000   | 6,688,000   |
| Detroit              | 2,188,000   | 1,748,000   |
| Kansas City          | 16,151,000  | 27,776,000  |
| Winter               | 88,730,000  | 53,004,000  |
| Chicago              | 37,096,000  | 33,642,000  |
| Milwaukee            | 7,375,000   | 4,852,000   |
| Minneapolis          | 57,828,000  | 47,055,000  |
| Duluth               | 34,929,000  | 12,388,000  |
| Spring               | 137,238,000 | 96,937,000  |
| Total bus., 27 weeks | 175,958,000 | 149,941,000 |

## FLAXSEED AT CHICAGO.

The receipts and shipments of flaxseed at Chicago during the 17 months ending with December as reported by S. H. Stevens, flaxseed inspector of the Board of Trade, were as follows:

| Months.       | Receipts. |           | Shipments. |           |
|---------------|-----------|-----------|------------|-----------|
|               | 1901-02.  | 1900-01.  | 1901-02.   | 1900-01.  |
| August        | 561,000   | 1,125,750 | 280,587    | 749,135   |
| September     | 300,000   | 764,250   | 296,792    | 522,880   |
| October       | 554,250   | 931,500   | 52,092     | 536,664   |
| November      | 438,750   | 746,384   | 106,841    | 490,506   |
| December      | 581,243   | 474,000   | 106,841    | 108,068   |
| January       | 334,500   | 334,500   | 69,950     | 69,950    |
| February      | 258,750   | 258,750   | 119,667    | 119,667   |
| March         | 306,000   | 306,000   | 196,913    | 196,913   |
| April         | 274,750   | 274,750   | 140,500    | 140,500   |
| May           | 236,250   | 236,250   | 134,753    | 134,753   |
| June          | 135,750   | 135,750   | 105,342    | 105,342   |
| July          | 105,000   | 105,000   | 13,678     | 13,678    |
| Total bushels | 2,495,243 | 5,653,354 | 852,143    | 3,188,085 |

The heaviest day's shipments in the history of the Canadian Pacific Railway occurred on November 20, when 649 cars were sent east of Winnipeg. On November 21, 295 cars were loaded and 325 sent east. Indian Head received the heaviest deliveries, there being 15,000 bushels marketed there, 10,000 bushels were marketed at Moosomin and 12,400 at Brandon. At Edmonton 8,000 bushels were received at elevators.

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of December, 1901:

**BALTIMORE**—Reported by Wm. F. Wheatley, secretary of the Chamber of Commerce:

| Articles.             | Receipts. |           | Shipments. |           |
|-----------------------|-----------|-----------|------------|-----------|
|                       | 1901.     | 1900.     | 1901.      | 1900.     |
| Wheat, bushels        | 829,446   | 528,116   | 684,939    | 723,135   |
| Corn, bushels         | 977,053   | 6,230,665 | 469,882    | 5,667,739 |
| Oats, bushels         | 210,829   | 367,995   | 1,240      | 471,231   |
| Barley, bushels       | 23,914    | 33,130    |            |           |
| Rye, bushels          | 86,161    | 91,390    | 24,529     | 25,714    |
| Timothy Seed, bushels | 750       | 848       | 1,071      | 576       |
| Clover Seed, bushels  | 3,798     | 3,795     | 504        | 831       |
| Hay, tons             | 3,215     | 4,838     | 2,028      | 1,676     |
| Flour, bbls.          | 305,063   | 295,583   | 307,486    | 267,619   |

**BOSTON**—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce:

| Articles.          | Receipts. |           | Shipments.  |           |
|--------------------|-----------|-----------|-------------|-----------|
|                    | 1901.     | 1900.     | 1901.       | 1900.     |
| Wheat, bushels     | 1,919,592 | 1,174,159 | 1,406,873   | 1,175,980 |
| Corn, bushels      | 176,252   | 2,242,548 | 127,198     | 1,844,448 |
| Oats, bushels      | 618,544   | 692,072   | 2,040       | 584,683   |
| Barley, bushels    | 18,205    | 26,250    |             | 15,113    |
| Rye, bushels       | 8,215     | 2,069     |             |           |
| Flax Seed, bushels | 118,304   |           | 225,628     | 50,549    |
| Hay, tons          | 15,850    | 15,170    | bal 102,146 | bal 863   |
| Flour, barrels     | 227,777   | 221,126   | 141,245     | 127,687   |

**CHICAGO**—Reported by George F. Stone, secretary of the Board of Trade:

| Articles.             | Receipts. |           | Shipments. |           |
|-----------------------|-----------|-----------|------------|-----------|
|                       | 1901.     | 1900.     | 1901.      | 1900.     |
| Wheat, bushels        | 3,019,694 | 4,091,557 | 967,802    | 1,781,357 |
| Corn, bushels         | 3,476,919 | 4,565,857 | 2,459,099  | 4,077,707 |
| Oats, bushels         | 5,787,650 | 7,307,306 | 5,404,378  | 3,637,346 |
| Barley, bushels       | 2,993,500 | 1,844,877 | 571,650    | 387,343   |
| Rye, bushels          | 442,282   | 142,051   | 113,270    | 116,368   |
| Timothy Seed, lb.     | 2,841,995 | 2,233,040 | 1,056,130  | 1,160,490 |
| Clover Seed, lb.      | 1,128,184 | 510,277   | 386,185    | 317,967   |
| Other Grass Seed, lb. | 2,540,665 | 818,494   | 317,641    | 767,806   |
| Flaxseed, bushels     | 648,257   | 427,629   | 58,373     | 52,515    |
| Broom Corn, lb.       | 2,407,300 | 1,238,240 | 1,181,380  | 568,585   |
| Hay, tons             | 20,056    | 19,040    | 1,607      | 531       |
| Flour, barrels        | 1,747,988 | 905,182   | 968,163    | 621,911   |

**CINCINNATI**—Reported by C. B. Murray, superintendent of the Chamber of Commerce:

| Articles.               | Receipts. |         | Shipments. |         |
|-------------------------|-----------|---------|------------|---------|
|                         | 1901.     | 1900.   | 1901.      | 1900.   |
| Wheat, bushels          | 101,722   | 55,116  | 24,580     | 17,268  |
| Corn, bushels           | 552,371   | 615,854 | 116,110    | 186,038 |
| Oats, bushels           | 451,491   | 567,353 | 124,879    | 121,442 |
| Barley, bushels         | 118,634   | 77,905  |            | 3,463   |
| Rye, bushels            | 56,277    | 13,387  | 12,242     | 4,113   |
| Timothy Seed, bags      | 301       | 1,227   | 1,015      | 569     |
| Clover Seed, bags       | 4,399     | 558     | 2,195      | 315     |
| Other Grass Seeds, bags | 6,386     | 606     | 5,276      | 2,312   |
| Hay, tons               | 13,292    | 7,930   | 7,093      | 3,299   |
| Flour, barrels          | 294,994   | 220,219 | 252,143    | 191,074 |

**CLEVELAND**—Reported by F. A. Scott, secretary of the Chamber of Commerce:

| Articles.         | Receipts. |           | Shipments. |         |
|-------------------|-----------|-----------|------------|---------|
|                   | 1901.     | 1900.     | 1901.      | 1900.   |
| Wheat, bushels    | 204,861   | 667,434   | 42,352     | 47,721  |
| Corn, bushels     | 618,672   | 1,199,156 | 117,299    | 564,102 |
| Oats, bushels     | 529,352   | 602,999   | 193,628    | 146,319 |
| Barley, bushels   | 28,323    | 28,200    |            | 1,630   |
| Rye, bushels      | 670       |           |            |         |
| Flaxseed, bushels |           |           | 92,000     | 47,400  |
| Hay, tons         | 5,498     | 9,621     | 4,353      | 1,482   |
| Flour, barrels    | 602,360   | 49,690    | 10,210     | 39,460  |

**DETROIT**—Reported by F. W. Waring, secretary of the Board of Trade:

| Articles.       | Receipts. |         | Shipments. |         |
|-----------------|-----------|---------|------------|---------|
|                 | 1901.     | 1900.   | 1901.      | 1900.   |
| Wheat, bushels  | 149,993   | 282,242 | 160,639    | 34,043  |
| Corn, bushels   | 402,220   | 480,641 | 61,477     | 202,885 |
| Oats, bushels   | 346,322   | 328,910 | 33,177     | 38,468  |
| Barley, bushels | 251,028   | 308,902 | 7,302      | 16,693  |
| Rye, bushels    | 96,793    | 27,877  | 49,711     | 16,252  |
| Hay, tons       |           |         |            |         |
| Flour, barrels  | 27,200    | 31,200  | 20,600     | 24,000  |

**DULUTH**—Reported by S. A. Kemp, secretary of the Board of Trade:

|                         |           |           |           |           |
|-------------------------|-----------|-----------|-----------|-----------|
| Wheat, bushels          | 6,452,816 | 2,989,052 | 2,869,581 | 1,333,988 |
| Corn, bushels           | 451,083   | 688,323   | 99,071    | 130,315   |
| Oats, bushels           | 91,083    | 124,061   | 9,412     | 6,207     |
| Barley, bushels         | 111,126   | 71,657    | 76,843    | 296,698   |
| Rye, bushels            | 49,927    | 34,140    |           |           |
| Flaxseed, bushels       | 1,947,493 | 348,512   | 2,302,586 | 803,883   |
| Flour, barrels          | 143,040   | 128,080   | 288,285   | 307,005   |
| Flour production, bbls. |           |           |           |           |



# ELEVATOR

## GRAIN NEWS

### ILLINOIS.

A. E. Hills is doing a scoop-shovel business at Harmon, Ill.

Miles A. Leach has a new 50,000-bushel elevator at Cornland, Ill.

J. M. Crosby, Sands, Ill., is reported as having sold his elevator.

J. K. Murray & Co. have sold out their grain business at Eureka, Ill.

J. A. Harlan of Crescent, Ill., will engage in the grain business at Ambia.

The Austermiller Elevator at Lovington, Ill., is nearly ready for business.

Two new gasoline engines have been installed in the elevators at Savoy, Ill.

Owen L. Brining is reported to have sold his grain elevator at Le Roy, Ill.

W. F. Swartz has sold his elevator and residence at Kenney, Ill., to J. F. Cooley.

Mr. St. John contemplates installing a roller feed mill in his elevator at Utica, Ill.

H. E. Ensley, who recently sold his elevator at Waverly, has purchased one at Atterberry, Ill.

W. H. Bowles has sold to his partner his interest in the grain firm of Bowles & Gemberling, at Camden, Ill.

William Herscher recently took possession of the F. S. Cook Elevator, which he purchased at Buckingham, Ill.

The million-bushel elevator erected at East St. Louis, Ill., by McReynolds & Co., was opened for business on January 6.

A. Sperling retired from the grain business at Dewey, Ill., on January 1 and is succeeded by his son-in-law, J. M. Jones.

L. W. Porterfield, who recently purchased an elevator at Rising, Ill., has sold his elevator at St. Joseph, giving possession on January 15.

The Farmers' Elevator & Produce Co. of Bethalto, Ill., will pay a semi-annual dividend of 12½ per cent. They expect to increase their capital stock shortly.

James Stewart & Co. of St. Louis have been awarded the contract for building a large grain elevator at Alton, Ill., in connection with the new Standard Flour Mill.

G. T. Burrell & Co. completed the new grain elevator at Stockdale, Ill., for the Chicago, Rock Island & Pacific Railroad early this month. It is a 45,000-bushel house.

Machinery and supplies for the new elevator of S. C. Bartlett & Co. at Broadmoor, Ill., furnished by Younglove & Boggess Co., will include the improved Hall Distributor.

The plant of the American Glucose Company at Peoria, Ill., has closed down for an indefinite period, throwing 1,300 men out of employment. This is said to be due to the present high price of corn.

H. Mueller & Co. of Chicago, whose elevator burned about three weeks ago, are using the McReynolds Elevator A at South Chicago, thus keeping their business going with as little interruption as possible.

John Edwards of Urbana, Ill., purchased a half interest in the grain and general merchandise business of Eli Trust at Deers, the sale being effective on January 1. Mr. Edwards will continue to reside in Urbana.

The station of Coda, Ill., on the new extension of the C. & N. W., has a new elevator erected by Younglove & Boggess Co., for S. C. Bartlett & Co. of Peoria. A 6-inch, 12-duct Hall Distributor has been installed.

J. W. Davidson purchased the Cleveland Grain Company's elevator at Champaign, Ill., and presented it to his brother, Jerome T. Davidson, as a Christmas present. It is located on the Big Four and is a thoroughly modern house.

The Burks Grain & Elevator Company of Decatur, Ill., recently purchased 125,000 bushels of white oats from the Crocker Elevator Company of Maroa. This is said to be one of the largest deals of the kind ever made in that city.

F. L. Kidder has decided to rebuild his recently burned elevator plant at Paris, Ill. The new building will be larger than the old, having capacity for 200,000 bushels. Shelling and cleaning ma-

chinery will also be installed. Work will be begun as early as practicable in the spring.

### EASTERN.

Andrew Wolcott has opened a grain and feed store at Barton, Vt.

The Davenport Coal Co., North Grafton, Mass., are erecting a grain warehouse.

It is reported that U. A. Hull will close out his grain, hay and coal business at Barnstable, Mass.

Leishear, Boyd & Co., composed of young and aggressive grain men of Baltimore, began business there on January 1.

Sherman E. Brown is retiring from the grain and feed business at Collinsville, Conn., where he has been located for ten years.

Neil, Ingelow & Co., grain and produce dealers at Livonia, N. Y., have dissolved partnership. F. M. & T. Ingelow is the new firm.

Fred R. Spear will operate the Merchants' Elevator and Feed Mill at Rockland, Me., and carry a complete line of grain, flour and feed.

Fred M. Crosby is to enter the grain and coal business at Hampton, N. H. He has contracted for the erection of a building 40x140 feet, 30 feet high.

Bonner M. Lamb has bought an interest in the grain business of J. E. Lamb at Greenfield, Mass., and it will be carried on under the style of B. M. Lamb & Co.

The Saco Grain & Milling Co., formerly known as the Saco Grain Co., at Saco, Me., has incorporated with a capital stock of \$10,000. C. Wilson Place is president.

The Nov-Vendo Co. has been organized at Portland, Me., to deal in grain, coal, etc. John F. Perry of Brookline, Mass., is president, and T. J. Shea of Boston, treasurer.

The feed and grain business of M. F. Nilan and the wood and coal business of Crawley & Kerrigan at Morningside, Mass., were consolidated on January 1 under the name of Nilan, Kerrigan & Co.

Smith, Northam & Co., wholesale dealers in grain and flour at Hartford, Conn., following their usual custom, distributed about \$2,000 among their 50 employees on New Year's Day as their share in the profits.

The Abbott Run Ice & Grain Co. has been incorporated and will engage in the grain, milling and similar business at Cumberland, R. I. William E. Bowen and David O. Cargill are among the incorporators.

Stephen F. Sherman, at one time a prominent figure in the Buffalo grain market, last month filed a petition in bankruptcy, with liabilities amounting to \$133,226.41 and no assets. Chas. A. Hawley of Seneca Falls has been appointed referee.

John A. Reynolds has sold his feed and grain business at Cooperstown, N. Y., and will engage in a similar business in Albany at the corner of Broadway and Madison avenue. He is succeeded at Cooperstown by W. J. Ashton of Edmeston.

Upton & Co.'s bean elevator and feed mill at Pavilion, N. Y., was completed last month. The building has storage for 15,000 bushels and is equipped with an elevator stand, grain cleaner, bean picker, feed grinder and a 25-horsepower engine. The bean room will accommodate 25 pickers.

The Canton Export Co. was recently incorporated at Baltimore to take over the business of I. M. Parr & Son. H. A. Parr, the head of the latter firm, retires and the following gentlemen form the new company: James A. Clark, Arthur F. Spice, Richard B. Clark, Chas. E. Parr and Walter Kirwan.

The Central Elevator Co. of Baltimore, now operating the Northern Central Railway Elevators have changed the rates to ¾-cent a bushel for 20 days, instead of 1¼ cents a bushel for 10 days, as at present, for grain from cars, while the rates for Southern grain from vessels will be reduced from 1½ cents a bushel to 1 cent a bushel. The Baltimore & Ohio elevators will reduce their rates.

During the past year the Anchor Line Elevators at Erie, Pa., put in a car loading outfit which enables them to load 110,000 pounds of wheat or corn into one of the Pennsylvania Railroad's new 100,000-pound capacity cars. They can do it in 15 minutes with one loading spout. In connection with their gravity spouts they use a Buffalo Forge Co. pressure blower, giving a pressure of 12 ounces to the square inch, which drives the grain to the ends of the car and fills it to the roof.

A remarkable job of strengthening the smaller of the Pennsylvania Railroad Co.'s two elevators at Girard Point, Philadelphia, was recently completed under the direction of Charles E. Davis, the superintendent. Strips of channel iron 50 feet long were placed upright against the exterior of the

building, every 9 feet. Holes were bored in these strips 10 feet apart. Iron rods 1½ inches in diameter were passed through the building and nuts placed on the ends. There were 220 of these rods and when it is considered that many of them passed through the heavy bin walls it may give some idea of the immense amount of difficult labor involved in the undertaking. When the nuts were screwed up, the bulge was entirely removed from the sides of the building and it is now stronger than ever. The capacity of this elevator is 800,000 bushels.

### WESTERN.

A. O. Mulligan, dealer in grain and hay at San Francisco, Cal., has sold out.

The Kettenbach Grain Co. will probably build a warehouse at Nez Perce, Idaho.

J. M. Neil has taken a partner in his grain and hay business at Boise City, Idaho.

W. B. Stoddard & Co. have purchased the grain and feed business of D. L. Wise & Co. at Boulder, Colo.

During December Portland, Ore., exported eighteen cargoes of wheat, aggregating over 2,000,000 bushels.

The North Yakima Milling Co. will build a 50,000-bushel elevator adjoining its mill at North Yakima, Wash.

The H. D. Smith Co. are the successors of Davie & Barry in the grain, hay and feed business at 357-359 Twelfth street, Oakland, Cal.

The wheat receipts at Tacoma for the calendar year just closed reached a total of 13,040 cars, or 12,390,000 bushels, an increase of over 50 per cent from the previous year.

It is reported from the Walla Walla Valley, Washington, that nearly half the wheat crop remains unsold. The selling has been gradual for some weeks, so that the railroads have caught up with the grain business.

### CENTRAL.

Walter Bros. have just completed an elevator at Hopkins, Mich.

Wm. F. Edmonds has sold his grain business at New Haven, Mich.

The Shearer Grain Co., Huntington, Ind., is reported as having sold out.

I. M. Smith has purchased the old Ward Elevator property at Montrose, Mich.

David Kester of Williamsburg, Ind., has sold his grain elevator to Mr. Rhodes.

H. H. Guy has purchased the feed business of Jos. J. Metzner at Celina, Ohio.

E. Z. Carroll of Decatur, Ind., will build a new grain elevator at Curryville, Ind.

The fireproof elevator of the C. H. & D. at Toledo, Ohio, is nearly completed.

D. C. and W. A. Williams will enter the grain, coal and seed business at Burney, Ind.

Geo. Sherer Elevator Company of Huntington, Ind., have sold out to I. F. Beard & Co.

R. A. Shepard & Co. have sold their elevator at McComb, Ohio, to A. B. Emmick of Toledo.

Holmes & Anderson are erecting an elevator at Calkinsville, Mich., on the Ann Arbor road.

P. J. Wilson has succeeded to the grain business of Elias Wellington at Springport, Mich.

M. F. Young continues the feed business of the late firm of Young & Shugart at Marion, Ind.

Farmers in the vicinity of Monroeville, Ohio, are agitating the building of a cooperative elevator.

An elevator will probably be built at McGary Station, Ind., by the Fort Branch Elevator Co.

Kelsey & Evans are successors to Woolman & Jones in the grain business at Millington, Mich.

Burdick Potter recently purchased the grain and fuel business of Joyce & Slicker at Fenton, Mich.

Smith & Snodgrass will build an ear corn crib in connection with their elevator at Hillisburg, Ind.

W. C. Page & Co. of Ionia, Mich., have completed extensive repairs on their elevator, made necessary by a recent fire.

At a new station called Conrade, on the Three-I Railroad, south of Plum Grove, Ind., a grain elevator is being erected.

Henry Brothers of Wingate, Ind., recently installed a new Nordyke & Marmon Company 2-pair-high feed mill in their elevator.

F. M. Murphy & Co. of Indianapolis, Ind., are building four new elevators on the I., D. & W. extension from Decatur to Springfield. The points



are Blocks, Osbornville, Mount Auburn, and Alls Bridge. The elevators will have a capacity of about 12,000 bushels each.

The elevator firm of F. L. Kinsey & Co. at Pinconning, Mich., has been dissolved, and C. F. Kelley of Frederic is now sole proprietor.

W. W. Alder of Lafayette, Ind., has retired from active business. His Lafayette and Buffalo, N. Y., offices will be managed by Y. J. Stoffer.

Beard & Winebrenner have added to their live stock business the old Shearer Elevator at Huntington, Ind., recently purchased from George W. Shearer.

It is reported that William H. Sanders and Joel Wyse of Elmira and Jacob Rychener of Wauseon are about to erect and operate an elevator at Elmira, Ohio.

Kennedy & Gordon started their new 20,000-bushel grain elevator at Rays Crossing, Ind., the last part of December. G. T. Burrell & Co. had the contract.

Isaac Davis, Findlay, Ohio, has sold his grain and seed store to Davis & Dukes. Mr. Davis retires to his farm after having been in the wool and seed business for 17 years.

The Bryan Elevator Co. has been incorporated with a capital stock of \$15,000, by Raymond P. Lipe of Toledo and others. The company's principal elevator is located at Bryan, Ohio.

J. C. Gorton will rebuild his grain elevator at Argos, Ind., this spring, increasing the capacity to 20,000 bushels. He will add new cleaning machinery and an improved gas engine to furnish power.

#### SOUTHERN.

It is reported that Richardson & Co. of Chicago, contemplate the erection of a large elevator on property of the Santa Fe at Galveston, Texas.

W. H. Alexander, Thomas Dyal and R. W. Cameron have entered into partnership at Hampton, Fla., to do a general merchandise, grain and fruit business.

A town will be established at Siding No. 1, between Chickasha and Minco, Ind. Ter., on the Rock Island R. R. The Chickasha Milling Co. will erect an elevator.

The Adams Grain & Provision Company, Charlotte, N. C., has been incorporated with a capital stock of \$30,000, by John J. Adams, George H. Brokenbrough and C. C. Kennedy.

The Texas Grain & Flour Co., whose stock is owned by Texas millers, are figuring on building a storage and transfer elevator at Fort Worth. Nothing very definite has yet been decided on.

The J. C. Robb Grain Company of Kingfisher and Chickasha, Okla., has been incorporated with \$50,000 capital. The incorporators are J. C. Robb of Kingfisher, H. C. Bradford of Memphis, Tenn., and R. S. Trulock of El Reno.

A report has been circulated that a large grain elevator would be built at El Paso, Texas. Certain citizens of that town scoff at the idea and say that such a building would be of no use there unless it was used to elevate sand.

Work was begun in the new Texas & Pacific Elevator at Westwego, New Orleans, on December 12. The old elevator will now be remodeled and improved. The new house gave the steamer Manchester Exchange a cargo of 100,000 bushels for Europe.

John S. Metcalf Company has completed plans and specifications for the 1,000,000-bushel grain elevator for the Southern Pacific Railway at Galveston, Texas. There will be an extensive conveyor system for taking grain from the elevator to vessels. A unique feature of the elevator is that all machinery will be driven by electric power from a central power plant, for which the John S. Metcalf Company is preparing plans.

T. W. Pratt and others have organized the Huntsville Cotton Oil & Fertilizer Company at Huntsville, Ala. Trimmer & Darden will build a cotton oil mill at Spartanburg, S. C. An oil mill will be erected at Emery, Ga., by John Barfield. The Rosebud Cotton Oil Company has just been organized at Rosebud, Texas, with Judge G. W. Riddle as president. The Cleveland Milling Company, Cleveland, Tenn., contemplate the installation of a cottonseed oil mill.

Work is progressing nicely on the million-bushel elevator which the Illinois Central Railroad is having built at New Orleans just above Stuyvesant Docks. The new building is a frame structure, which will be covered with galvanized iron and covers an area of 100x300 feet. Above the cribbing five stories will be built to be used respectively as distributing, spouting, scale, garner and machinery rooms. For the cribbing some 3,000,000 feet of lumber was used, while the entire structure will require upward of 6,000,000 feet. The

elevator will be fitted out with conveying machinery for the rapid transferring of grain from cars to vessels, and to do this four lines of belt conveyors, 400 feet in length, will be run through double belt galleries. From the wharf a line of conveyors will be built in sections of 400 feet each, and will be equipped with marine spouts of 20,000 bushels' capacity per hour. The dimensions of the wharf, when built, will be 150x1,400 feet, to be covered by a long shed. The elevator will also be fitted out with fourteen sets of 16,000-bushel scales. A total of 4,000 piles were used under the elevator. The brick smokestack is 165 feet high.

#### MISSOURI, KANSAS AND NEBRASKA.

Albert Gorg has a new elevator at Gerald, Mo.

Another elevator is being erected at Iuka, Kan.

Another elevator will soon be erected at Carroll, Neb.

A new elevator is now in operation at Dakota City, Neb.

Chas. Tighe has sold out his grain business at Springfield, Neb.

Murray & Wright have sold out their grain business at Frederick, Kan.

Karl Ehrlich is reported to have sold out his grain business at Lehigh, Kan.

The grain and lumber firm of Rowe Bros. at Luray, Mo., has been dissolved.

Next spring L. C. Parrish will erect a 20,000-bushels elevator and a feed mill at Simpson, Kan.

C. W. Sidnam of Ponca, Neb., is in the market for elevators located in Iowa, Minnesota or South Dakota.

The Nye & Schneider Co. of Fremont has purchased Peter Mangold's grain and coal business at Bennington, Neb.

The Delphos Coöperative Grain & Live Stock Association opened their new elevator at Delphos, Kan., for business early last month.

The Western Grain Co., St. Louis, has been incorporated with a capital stock of \$100,000 by Ralph H. Orthwein, H. C. Alexander and W. M. Leftwich.

The Woodman Elevator at Seventeenth and Izard streets, Omaha, has been sold to C. R. Davis but will probably continue to be operated by Haines & Merriam. It is said that it will be remodeled and newly equipped.

The St. Edward Elevator Company of St. Edward, Neb., has been organized by J. H. McCutcheon, Jud C. Wilson, Daniel Cahill, H. C. Klester, W. C. Pengler and O. H. Flory. The authorized capital stock is \$10,000.

C. S. Wilson, who conducts a grain, hay and seed business at Lyndon, Kan., now makes his headquarters in Kansas City, where he is connected with the Castle-Wilson Grain Co., having an elevator, feed mill and warehouse at Eighteenth and Walnut streets.

#### IOWA.

J. W. Carden has sold out his grain business at Geneva, Iowa.

W. B. Agnew has completed his elevator at Denver, Iowa.

The M. J. Grant grain business at Cotter, Iowa, has been sold.

Ulch & Son of Vining, Iowa, are reported to have sold their elevator.

Peter Krebill & Co. are preparing to erect an elevator at Donnellson, Iowa.

James Gault is now doing business in his new elevator at Spaulding, Iowa.

Wallace & Albert have sold out their grain and coal business at Vinton, Iowa.

An elevator is being erected at Elliott, Iowa, as rapidly as the weather will permit.

H. G. King has purchased the elevator of Baker & Van Dyke at Mt. Union, Iowa.

Paton Brothers have succeeded W. W. Paton & Son in the grain business at Milford, Iowa.

The farmers are agitating the erection of a co-operative elevator at Sergeant Bluffs, Iowa.

C. B. Brockway expects to build a 20,000-bushel elevator at Matlock, Iowa, in the near future.

The Peavey Grain Company is said to have discontinued its offices at Des Moines and Omaha.

The elevator at Ely, Iowa, was out of service for a time last month owing to the engine breaking down.

Mr. Pritchard, of the grain firm of Pritchard & Henderson, at Popejoy, Iowa, sold his interest to Dodd & Pasco. The business of the two elevators

is now combined under the firm name of Henderson, Dodd & Co.

H. G. King is reported to have sold his elevator at Mt. Union, Iowa.

Demiston & Partridge are successors to the grain business of Miller & Son at Mitchellville, Iowa.

Grant & Saul are the successors of L. A. Grant in the grain and coal business at Reinbeck, Iowa.

The Des Moines Elevator Company is extending its switch track facilities at its Des Moines elevator.

Harry Allen of Allerton, Ill., expects to make extensive improvements in his elevator in the spring.

The Hulshizer Elevator, with a capacity of 15,000 bushels, will soon be placed in operation at Hamburg, Iowa.

A grain elevator is being erected at Turin, Iowa, by J. F. Putzier. A gasoline engine and a feed grinder are being installed.

The Northern Iowa Grain Company, Rolfe, Iowa, installed a new engine last month. The foundation was laid with some difficulty at the temperature of 20 to 30 below zero.

The Trans-Mississippi Grain Co. has built a brick office and engine room for its new elevator at Lawton, Iowa. The machinery equipment includes a Hall Distributor.

The Updike Grain Co. has let a contract for the construction of a private telephone line from its large elevator at Missouri Valley, Iowa, to its headquarters in Omaha.

J. R. Skinner has purchased an interest in the grain firm of Joseph Husman & Co. at La Porte City, Iowa. William Husman has retired and the new firm is known as Husman & Skinner.

J. A. Tiedeman & Co. of Oto, Woodbury County, Iowa, have sold their elevator to the Oto Grain & Live Stock Company. Their manager, T. A. Strong, will continue with the new owners.

#### WISCONSIN AND MINNESOTA.

Jarvis & Beardsley have sold their elevator at Latona, Minn.

The grain firm of Schmitt & Co. at West Superior, Wis., has dissolved.

J. J. Unruh has purchased the H. P. Goertz elevator at Mountain Lake, Minn.

The Lull-Frank Grain Company of Milwaukee, Wis., was dissolved on January 1.

David Patterson, grain buyer at Greenleaf, Wis., has remodeled his office and engine room.

The Minnesota Elevator Company has an elevator nearing completion at Dorwart, Minn.

The Western Elevator Company have installed a gasoline engine in place of their old horsepower at Arlington, Minn.

On January 1 Alfred Meurer Company, grain dealers at Milwaukee, were succeeded by Meurer, Deutsch & Sickert Company.

The Interstate Grain Company have purchased the Schmitt Elevator at Roscoe, Minn., and now have a buyer stationed there.

The New London Milling Co. has purchased H. L. Helgeson's elevator at Maynard, Minn., on the Willmar and Sioux Falls line.

H. B. Borneman has rented the elevator at Hallock, Minn., formerly occupied by the Farmers' Elevator Company, and is buying grain.

The Pfeffer Elevator Company of Blue Earth, Minn., have sold their elevator at Frost to the Nye & Schneider Company of Fremont, Neb.

Corn growing is rapidly on the increase in Minnesota. The Peavey Elevator Company recently erected a 3,000-bushel crib at Windom, Minn.

The H. J. Johnson Company, grain and live stock dealers, merchants and undertakers of Cambridge, Minn., have incorporated, with a capital stock of \$35,000.

Eight members of the grain inspection department at Duluth were dropped from the service of the Railroad and Warehouse Commission on January 1.

Michael Alberty, Peter Heid and Joseph Stier of Appleton, Wis., have purchased a piece of property on which it is said they will erect a large elevator in the spring.

The new 16,000-bushel elevator at Manley, Minn., replacing the one burned some time ago, has been completed, thus affording the farmers of that section a convenient market.

The large barley and transfer house of the Minnesota & Western Grain Company at Willmar, Minn., is not entirely completed yet, notwithstanding our report to the contrary last month. A large



plant is being installed for grinding feed to be shipped north. The entire plant will probably be fully completed by February 15.

The Tredway Elevator Company sold their Montevideo elevator property to the Montevideo Roller Mill Company and moved their main office to Glencoe, Minn., on January 1.

The Pioneer Steel Elevator Co. of Minneapolis, has incorporated with a capital stock of \$250,000. The incorporators are: F. C. Van Dusen, C. M. Harrington and J. S. Mathewson. They have taken over the Minneapolis and Duluth property of the Aeme Elevator Co.

A. B. Peterson & Co., Baldwin, Wis., recently completed a very convenient elevator at that place. It has eleven bins with a capacity of 30,000 bushels and is operated with a six-horsepower Fairbanks-Morse Gasoline Engine. An addition, 20x30 feet, is being completed. It will be used as a store-room for flour and feed.

John Washburn, president of the Minneapolis Chamber of Commerce, is quoted as saying: "Minneapolis has at the present time an elevator capacity of approximately 34,000,000 bushels. About 6 or 7 per cent of these elevators are strictly fire-proof, which, when the total capacity is fully taxed, leaves about 28,000,000 bushels of wheat still under insurance. Much of this expensive storage of grain will be eliminated next year by the erection of new tile and steel elevators."

#### THE DAKOTAS.

The Duluth Elevator Company closed its elevator at Manvel, N. D., early last month.

The farmers around Crystal, N. D., are taking steps to organize a farmers' elevator company.

Coffey & Larkin of Madison, S. D., have purchased and taken possession of an elevator at Wau-bay.

The Improved Hall Grain Distributor will be installed in the elevator of the New London Milling Co. at Sherman, S. D.

At Willow City, N. D., business is at its height. Hundreds of farmers are bringing in grain and making heavy purchases.

The Dell Rapids Elevator Company, Dell Rapids, S. D., has cleared away the debris of its burned elevator and corn cribs and will erect a still larger house.

Parties at Centerville, S. D., have been denied trackage for an elevator by the C. & N. W. Ry. It is reported that they have appealed the matter to the State Board of Railroad Commissioners.

#### CANADIAN.

J. L. Rae of Milverton has purchased the grain and feed business of L. Hanch at Oil Springs, Ont.

The grain and commission business of Ross & Scott at Tilsonburg, Ont., is to be continued by R. C. Scott.

Work has been commenced on the new Farmers' Elevator at Arcola, Assa. It is said that nearly 25,000 acres of prairie tributary to that place has been turned and will be sown to wheat next spring.

The report that the Canadian Pacific Railway will double their elevator capacity at Fort William is said to be untrue. They will, however, build a cleaning elevator that will have capacity for 500,000 bushels.

Work is now in progress on the site where the 1,500,000-bushel steel elevator will be erected at Point Edward, Ont., opposite Port Huron, by the Grand Trunk Railway. A large dock will first be constructed on the site.

F. A. Knapp, the inventor of the roller-boat, which was recently built at Toronto, is organizing the Knapp Tubular Steamship Co. for the purpose of building tubular steamers, designed for grain and other freight carrying trade on inland waters.

In the case of the Town of Goderich, Ont., vs. the Goderich Elevator Co., the dispute over a matter of about \$7,000 interest was settled between the parties, on the advice of the judge. The elevator company became responsible for \$2,500 of the amount.

The Canadian Pacific Railway expects to move between five and six million bushels of wheat out from Manitoba to Ontario and the Atlantic seaboard all rail between now and the opening of navigation. Between the opening of navigation and the first deliveries of the crop of 1902 they expect to move from Manitoba to Lake Superior about twenty-six million bushels, which is more than the entire crop of 1900. This is in addition to what may be moved by the Canadian Northern.

Elevator and grain insurance rates have been advanced in St. Louis.

## SEEDS

The Sabetha Seed Co., Sabetha, Kan., are opening up a carload of new seed, just received.

The Armstrong Seed Co., Shenandoah, Iowa, have begun work on an additional warehouse.

The Mayo-Lewis Seed & Implement Co., Leavenworth, Kan., have discontinued business.

The 1902 catalog of F. Bartheldes & Co., seed merchants of Lawrence, Kan., comes to hand with a beautifully lithographed cover.

Philip J. Christ has purchased the buildings, stock and business of the J. V. Baylis Seed Company, at New Hyde Park, N. Y.

The Western Illinois Seed Company, D. M. Belt & Son, proprietors, has opened a new seed store in Quincy, Ill., at Thirtieth and State streets.

The Gardner Seed Co., Chicago, has been incorporated with a capital of \$2,500 by Alex. A. Heyman, Hannibal H. Ingham and Frank V. Campe.

Harry N. Hammond, the well-known seed dealer, is at the head of the newly organized company at Saginaw, Mich., which will build a starch factory.

The C. M. West Seed Co., Shenandoah, Iowa, will build a warehouse next spring for handling seed corn. It will be on a switch of the Burlington Road.

The John Allen Seed Company is doing a large business at its new location on Three-Mile Bay, near Watertown, N. Y. All the women who will work are given employment at picking seeds.

The stock of S. F. Leonard, a wholesale seed merchant at 77 West Monroe street, Chicago, was damaged by smoke and water on January 4, to the extent of \$1,000. The loss was covered by insurance.

The Cox Seed Company of San Francisco, Cal., has secured a tract of 300 acres of reclaimed land in San Joaquin County, California, on which it will produce seeds of all kinds for the trade. It expects to add another 300-acre tract next year.

The John H. Allan Seed Company's warehouse at Sturgeon Bay, Wis., and the warehouse of M. Cochem, used by the Goodwin-Harries Company, also seed men, and the Falk & Buchan warehouse, were burned January 2, in the evening. The loss was about \$40,000, partially insured.

The total yield of clover seed this year is a little above the average, running from 1½ to 1¾ bushels to the acre. The price is not so high as last year, and the demand is good, the indications being that farmers will sow liberally next spring. The sowing of clover for soil renovation is becoming general.

Thirty-two girls employed by the Hammond Seed Company at Bay City, Mich., went on strike December 30. They demanded 50 cents a day. They had been employed on piece work and were unable to make satisfactory wages because of the poor quality of seeds, requiring an extra amount of time to pick them over. The company will secure a better class of seeds.

The Milwaukee Sentinel advises its farm readers to send samples of seeds to the seed-testing bureau of the Agricultural Department at Washington, where seeds are tested and a report is made free of charge. A recent case is cited in which suit for damages was brought against a seedsmen because of wild mustard seeds being mixed with oats, which were bought under a general guarantee.

F. S. White has been buying seed corn in Iowa for the southern market, and he says that he is getting only about 40 per cent of a crib that is first-class, good seed. Mr. White says: "The seed corn question will be a serious one with farmers next spring, unless they have already selected and stored away their seed. I have examined thousands of bushels of corn, many crops, since I came North, and I find lots of crops that there is scarcely an ear fit for seed, and only a few crops that have any seed that I should want to risk. I think I will be able to secure four cars of good seed, which leaves us way short of what we need." Mr. White will contract with Iowa farmers for the growing of ten cars of seed corn in 1902.

It is proposed to entirely re-seed the western ranges, which have been very much impoverished and injured by overcrowding of herds, and especially of sheep. The railroads having their headquarters at Omaha are back of the scheme, and they will try to secure the cooperation of the government. R. C. Judson, industrial agent of the Oregon Railway & Navigation Company, will have charge of the preliminary experimental work. A spot containing some 3,000 acres will be fenced off in some centrally located range. This will be divided into plots for the trying out of as many dif-

ferent grasses. The central idea will be to find some grass which will be permanent, luxuriant and hardy, and seed from all over the world will be tried. When the correct grass is found the government and states will be called upon to actively cooperate with the railroads to re-seed the plains.

The Iowa Seed Corn Breeders' Association held its second annual meeting at Des Moines December 10. The old officers were re-elected. The president is John E. Brown of Mitchellville; vice-president, D. B. Nims of Emerson, and secretary and treasurer, N. J. Harris of Des Moines. Action was taken toward making a corn show at the next Iowa State Fair, and the aid of the State Agricultural Department and the Iowa State College has been secured to make as good showing as possible.

## OBITUARY

Dighton H. Winans, for 25 years a member of the Chicago Board of Trade, is dead.

Henry E. Torrence, for 30 years in the grain and mercantile business at Worthington, Minn., died Dec. 31, 1901.

Solon A. Wiltens died at Greenfield, Mass., December 22, aged 61 years. He was engaged in the grain business at East Leverett for 28 years prior to 1893.

W. H. Reed, a stock and grain broker of Springfield, Ill., and a member of the Chicago Board of Trade, died at his home in Springfield, December 27, aged 49 years.

Lewis H. Evans, a prominent grain dealer of Kansas City, Mo., died in that city December 24, of heart failure. He was formerly in business in Chicago, and was 38 years old.

Frederick A. Wheeler, who went to Baltimore after the Chicago fire and managed the B. & O. elevators, until the ownership of the road changed in 1897, is dead. He was 65 years old and left a wife and four sons.

William S. McRae died December 25 at his home in Saratoga Springs, N. Y., aged 70 years. He had been engaged in the grain and feed business for more than thirty years. His wife and three children survive him.

Edwin R. Grant, a retired grain dealer of Akron, O., died December 11, of heart trouble. He was 59 years old, and had lived in Akron for 40 years, and was well known throughout Northern Ohio. His wife, one daughter and one son survive him.

B. C. Powers of Powersville, Iowa, committed suicide December 12 by hanging himself to a rafter in his barn. He had been complaining of sickness for a week. He was one of the most prominent grain and stock dealers in Northern Iowa and had lived at Powersville for over thirty years, and was 52 years old. He leaves a wife and five children.

Numa P. Benedic died at his residence in New Orleans, La., December 9. He had been a member of the New Orleans Board of Trade since its incorporation and for many years held the position of assistant chief grain inspector of the port. He was considered one of the most experienced inspectors in the South. His death was caused by exposure on the river, which brought on a fatal illness.

Sanford A. Scribner, of Scribner, Crighton & Co., of the Chicago Board of Trade, died at his home in Chicago, December 30. Deceased had been a member of the Board of Trade since 1860. For many years he was connected with the old firm of Low Brothers & Co., as flour salesman, when millers consigned their flour to commission houses. For fifteen years he had been at the head of the firm of Scribner, Crighton & Co. He was about sixty years of age.

Harvey W. Tomlinson, of Tomlinson & Satterthwaite, seed dealers at Trenton, N. J., died December 4 after a short illness. He was 66 years of age and active in business until a week previous to his death. While a young man he engaged in the milling business. Thirty years ago he entered the seed business with the firm of Blackwell & Co. Later he was associated with J. W. Cornell in the same business, and still later became senior member of the firm of Tomlinson & Satterthwaite. His wife survives him.

Dunlap Smith died of pneumonia at his residence in Chicago December 25, after an illness of nine days with pneumonia. He was 38 years of age and was regarded as one of Chicago's most prominent business men, being a native Chicagoan, an extensive real estate dealer, and foremost in many public enterprises. He was at one time managing director of the Chicago Elevator Company, which owned the Wabash and Indiana elevators, as the representative of Jay Gould and Russell Sage of New York. His wife and five children survive him.



## STATE ASSOCIATION METHODS.

[An address by G. A. Stibbens, secretary of the Grain Dealers' National Association, at a state meeting of grain dealers held at Indianapolis on Wednesday, January 8, 1903.]

I deem it a pleasure indeed to be permitted to address an audience of this kind, gathered from all parts of your great state, and assembled in this beautiful city for the purpose of organizing a state association. The objects of this meeting are certainly commendable on your part, and it means that Indiana will take no backward step in association work.

You have in the past few years organized a few local organizations throughout your state, which have resulted in much good to those who have been connected with them, but so many of your dealers have not been identified with any organization that you discovered that in order to obtain results you must widen out the work and interest every dealer in the state. To do this you must have a state association.

Do not understand that it will be to your interest to do away with the local organizations you now have; on the other hand, it will be to your interest to keep them up and create more of them, as the work they do will have a tendency to create harmony in the different localities in which they operate, but they must be subordinated to the state organization and be guided by the mind and hand of your state secretary.

The degree of success this new organization will attain depends largely upon the officers you will to-day select. They should be men who are peculiarly fitted for the positions to which you elect them. Their business reputations should be beyond reproach or your organization will not command the proper respect from the entire grain trade.

The prime object of any state or local association should be to create and promote harmony among its members, and without this one great essential feature you will never be successful. You ask, how can this be brought about? I answer, in various ways. The secretary you elect should be a man who has, or who can gain, the confidence of your entire membership. He must be a man who can get out among his members and fix up petty differences and also large ones, and he should be a man who has had practical experience in the grain business, or he will not comprehend some of the problems he comes in contact with. If your secretary does not do this work, then you should select a person who is naturally qualified to create and maintain harmony among dealers.

You will learn, or probably have learned, that where two dealers are having trouble they seldom come to an understanding, but that when a third party steps in as peacemaker, or arbitrator, they nearly always come to an understanding. You will learn by investigation that this has been the experience of every grain association in existence. After you have gone all over the state and adjusted all differences, do not imagine for a moment that your work is finished, for as long as man's nature remains as it now is trouble will be brewing every little while and you must continually act the role of peacemaker. The more you meet each other, the better friends you become. Frequent meetings beget friendship, and friendship for your competitor inclines you to treat him fairly, and by creating this brotherly feeling you arrive at a proper conclusion of what justice is.

It will be necessary for your members to have mutual understandings with each other in different localities in order to maintain harmony and obtain reasonable margins on grain handled, but this should be entirely independent of the association proper, and your secretary should not be a party to any of these understandings, as you have state laws that you must not violate as an organization. And I take it that every grain dealer in the state of Indiana is a law-abiding citizen.

There are certain methods you can adopt that will bring the results you desire, if properly conducted, and no doubt you are already working along those lines. No doubt you have scoop-shovel dealers, or scalpers, to contend with. If so, if your secretary will take the matter up with the receivers and track buyers, you will soon have the business confined to regular dealers who have their money invested in elevator property, for the receivers have been educated to confine their bids to the legitimate dealers.

The hardest proposition you will come in contact with is this, that certain receivers take the stand that they are by law compelled to receive from anyone grain that is sent on consignment, but for your information I desire to state that this is simply a bluff, for no receiver is compelled by law to receive a consignment from anyone unless he sees fit to do so. I have recently consulted an attorney in regard to this question, and he advised me as above stated.

Your board of arbitration should be selected with a great deal of care. It should be composed of three dealers who are above reproach, who are inclined to give justice to whom it belongs, regard-

less of all other considerations. Arbitration in the grain trade is a new feature, but it has come to stay, and any dealer who refuses to arbitrate a difference should be promptly expelled, and the trade notified thereof. When the grain trade of this country understands that every member of an association will be forced to be honest or be expelled, we shall then have a condition of affairs that will command the respect of the entire world and have a tendency to increase the strength and membership of all grain organizations.

A secretary who is handicapped by being forced to submit every question to the board of managers of his organization before he can act cannot succeed, as it is very essential for a secretary at times to act promptly, and he must be allowed to conduct the affairs of his office largely on his own judgment. Upon the secretary depends the success or failure of any association, but his success will depend largely upon the support of his members.

Each member of an association should remember that he constitutes a part of the organization, and he should give it his moral and financial support if he desires to have it do effective work. Half a dozen active, enthusiastic association workers are worth more to the cause than a hundred kickers, who are eternally finding fault with everything that is being done. There is no middle ground for you to occupy. You must be enthusiastic or be a drone, and the drones in the different associations to-day are the men that suck the very life's blood out of them.

There are dealers in every state who must be shown where they will receive \$10 in return for every dollar they pay toward the support of grain organizations before you can get them interested, but when some track buyer begins to bid an irregular dealer at their station, they at once realize they need the assistance of their organization, and usually they are not slow in asking for it.

One reason some dealers have so much trouble is that they are not inclined to furnish their secretary with any information about certain irregularities. They forget the fact that the secretary has no way to obtain information in regard to the conditions existing at particular stations unless notified by the dealers. If you expect your secretary to give you good service in regard to adjusting local matters, you must furnish him with the necessary information.

In the past each state secretary has had different methods in regard to conducting association work, consequently there has been no unity of action among the different organizations. The different affiliated presidents and secretaries should get together and adopt a uniform plan of conducting the work. Then each state would know how a sister state would handle a certain proposition. A line should be drawn as to where state association work ends and the national work begins. No doubt such a meeting as this will be held in the next sixty days to determine, if possible, where to draw this line.

Do not flatter yourselves when you have consummated this state organization that your work is finished. It will be just commenced. You will have conflicting conditions in different localities to harmonize, and it will be necessary for your secretary to learn of the different conditions existing in your state before he can do effective work. It will be incumbent upon your secretary to get out over the state in order to become familiar with the things that create discord among you. In order for him to adopt methods to adjust your differences he must know the causes that bring them about.

Keep up the local organizations you now have, and organize more in all unorganized territory, as this is the only way you will be able to control local conditions with a state organization as large as yours will be.

I am told the grain trade of Indiana is cursed with the scoop, with bag-lending, sheet-lending, free storage, advancing money and a 68-pound bushel of ear corn. I am not surprised that you have assembled for the purpose of effecting a state organization with a view to eradicating the evils I have mentioned. You can correct all of these without much trouble except the 68-pound bushel of ear corn, and this you can change easily by electing a few grain dealers to your state legislature.

The only reason any of you can offer for bag lending, sheet lending, free storage and advancing money is that your competitor does it, and that is the flimsiest excuse imaginable; for if you stop it it will have a tendency toward persuading your competitor also to stop it. Do your customers in times of ear famines furnish you storage room for your grain or furnish you bags? When your elevators are full of grain and you need more money to carry it, do your customers come to your rescue or do you go to the banks and get your money? Is it a good business proposition for you to spend several thousand dollars in building an elevator to carry on your business and then give your customers free storage? It would be as reasonable for you to handle the farmers' grain without a margin of profit as to give them all these things

gratis. Some dealer whom I do not know, I presume, started this practice and the balance of you fell into line without making any effort to remedy it; and you have recently realized the error of your ways and are now trying to shake off the burdens that have been placed on you by your own consent.

This is the beginning of a new year, and a good time for every dealer in this audience to break away from old practices and begin new ones. Let every dealer from this time on forever discard the customs of bag lending, sheet lending, free storage and advancing or lending money. The banks of this state should do the money lending; that is their business, and should they commence to meddle with grain a great howl would go up from your midst, and justly so. You should not permit a customer to commence to haul his grain to you and be from two to three months in delivering it, because that practically means free storage and you stand the shrink. Dealers often speculate on stored grain, and it has brought grief to many a man.

A great many of you cry out against short weights, and in some instances you are justified in doing so, but oftentimes you send your grain to markets and fail to give your receiver any instructions whatever as to where it shall be weighed, or to avoid certain scales or elevators that you know have a bad reputation. It is a very easy matter for you to give your receiver positive instructions as to the disposition of your grain, and if you will do so you will save a great deal of trouble.

I am pleased to inform you that the membership of the National Association has materially increased in the past sixty days, and its future is brighter to-day than ever before. As receivers and track buyers realize its usefulness, they will give it their support, and before the next annual meeting we will have a large number of members in every market in this country.

There is to-day a better feeling existing between the grain trade and the railroads of this country than ever before, because the railroads have learned that grain associations were not organized for the purpose of antagonizing their interests, but for the purpose of creating harmony and friendly feeling between the shipper, receiver and the public carrier. These three distinct interests all have rights that must be properly guarded in order to bring about the best results. The grain dealers of Indiana can remedy matters very materially in the state if they set about to do it, but you must lay aside all selfishness and work together as one man if you wish to bring about a new condition of affairs. If your organization is properly conducted for one year your elevator property will appreciate one-half in value, as that has been the experience of all well-conducted associations, and there is no good reason why you cannot bring about the same good results.

If you desire to have this organization be what you wish it to be you must give it your financial as well as your moral support. You must make a special effort to assist and support your officers in the performance of their duties. It will be necessary for each one of you to pay your dues promptly, for it requires a great deal of money to successfully conduct a grain organization, and the dealer who cannot afford to pay \$10 per year for the support of the association to which he belongs is not worthy of the business he represents.

Indianapolis is to be congratulated on the fact that on this day there was born unto Indiana a good, live, active state association composed of the best men in the grain trade.

## "DON'TS" FOR GASOLINE ENGINEERS.

Don't use cheap cylinder oil or steam engine oil on your engine.

Don't fail to oil your engine every time you run it, and clean it up when through running.

Don't fail to see that the water is flowing properly when the engine is running.

Don't allow water to remain in the water-jacket around the cylinder while the engine is idle on a cold day.

Don't forget to throw off the switch or disconnect the wire when through running.

Don't allow your gasoline vaporizer or pipe to get filled with dirt.

Don't keep your batteries or spark coil in a damp place.

Don't fail to examine your engine occasionally.

Don't make any changes in your engine or allow a so-called expert to change your engine.

Don't blame the engine at once if it doesn't run; look for the trouble, follow the instruction book—it may be your fault.

Don't look for gasoline leaks with a lighted lamp or match.—American Machinist.

Kansas City has increased its "regular" elevator capacity by 750,000 bushels since New Year's.



## COMMISSION

John Niesen has retired from the Chicago grain firm of Scribner, Crighton & Co.

John K. Comstock, a grain commission man at Chicago, has filed a petition in bankruptcy.

F. A. Paddleford has been admitted to partnership in the firm of R. G. Chandler & Co., Chicago.

John W. Moore, who was with Schwartz, Dupee & Co. for years, is now with John H. Wrenn & Co., Chicago.

Geo. C. Eldridge, formerly with Schwartz, Dupee & Co., Chicago, is now in charge of A. L. Baker & Co.'s grain department.

H. H. Freeman & Co. succeed M. M. Freeman & Co. on the Chicago Board of Trade, the transfer taking place January 1.

The Coe Commission Company of Minneapolis gave to the twenty men in its local office a Christmas present of \$1,000 in cash.

Knight, Donnelley & Co. have opened a grain department under the management of E. H. Reed, formerly with Finley Barrell, Chicago.

Thomas J. Martin, who for some years was with Schwartz, Dupee & Co., Chicago, in the oat trade, has established a brokerage business of his own.

C. L. Clevenberg, who had charge of the private wire department of Schwartz, Dupee & Co., has taken the same position with Bartlett, Frazier & Co.

Henry Nicolay, who has represented F. G. Logan & Co. at New York for fourteen years, has been admitted as a partner in the house of Logan & Bryan.

E. William Kalb, who has had charge of the foreign grain market of Schwartz, Dupee & Co., Chicago, for fifteen years, went with J. F. Harris & Co. January 1.

The Western Grain Company has been incorporated at St. Louis, Mo., with capital stock of \$100,000, by R. M. Orthwein, H. C. Alexander and W. M. Leftwich.

Logan & Bryan, Chicago, gave to each of their employees a bonus equal to 5 per cent of their annual salary at Christmas time, following out their plan adopted some years ago.

The Prince Commission Company has fitted up new offices in the Royal Insurance building, Chicago, and has acquired a portion of the private wire service of A. R. Jones & Co.

L. E. Storms & Co. have incorporated at Minneapolis with capital stock of \$10,000, to do a general grain business. The incorporators are L. E. and A. B. Storms and E. J. McNulty.

Ransom, Beasley & Co., grain and cotton merchants of Murfreesboro, Tenn., have dissolved partnership, Messrs. George and J. C. Beasley retiring and J. A. and W. A. Ransom continuing the business.

The Adams Grain & Provision Company has been incorporated at Charlotte, N. C., with capital stock of \$25,000. The incorporators are John J. N. Adams, George H. Brockenbrough and C. C. Kennedy.

A. B. Emmick, for four years with Paddock, Hodge & Co., Toledo, has taken an interest in the grain business of Z. H. Travis and the firm is known as the Travis-Emmick Co. Mr. Travis owns 14 elevators in Ohio.

Frederick E. Parker & Co., who advertised as brokers in stocks and grain, with headquarters in the Association building, 155 La Salle street, Chicago, have suddenly disappeared, and numerous clients are making anxious inquiry for them.

L. H. Manson & Co., commission merchants in grain and provisions at 54-56 Board of Trade building, Chicago, have been incorporated with a capital stock of \$50,000. The incorporators are Louis H. Manson, Henry M. Paynter and Robert I. Gregg.

Thomas Leishear & Co., grain exporters of Baltimore, Md., have dissolved partnership. The partners were Thomas Leishear and William Rodgers. A new firm has been organized by Thomas Leishear, E. Olmstead Boyd and William Rodgers, under the name of Leishear, Boyd & Co., with offices in the Chamber of Commerce, Baltimore. Mr. Boyd has been for many years manager of the export business of Louis Muller & Co.

The Lull-Franke Grain Company, one of the oldest and for years one of the most prominent firms on the Milwaukee Chamber of Commerce, closed up its business January 1. Charles R. Lull, the senior member of the old firm, will conduct a general flour and feed business, and Herman F. Franke will open a feed and grain business and do a general business in options. Mr. Lull will retain the old

offices of the firm. Mr. Franke will open offices in the Chamber of Commerce building.

The Southern Stock & Grain Company of 110 North Fourth street, St. Louis, Mo., has gone into the hands of a receiver, Charles J. Maguire being named as trustee. The assets are estimated at \$28,310, and liabilities \$35,000. John T. Sledge is president, and C. E. Hayden, secretary and treasurer of the company. The other members of the company, which was organized last January, are J. J. Mulholland, Lucius C. Owens and Philip A. McDermott, the two latter, however, having retired recently.

The committee on arbitration of the Chicago Board of Trade is one of that exchange's most important committees, and this year is made up of five of the board's strongest members. The votes received by the members of the committee ranged from 508 to 701, the latter number having been cast for E. W. Wagner, which was the highest number cast for any member of the committee, and attests Mr. Wagner's popularity among the exchange's members. All the committees, as well as the directory, this year, are made of men well known to the trade.

The W. R. Mumford Co. of Chicago, Ill., has recently made some important changes. Clarence R. Mumford has been transferred from Chicago to the Minneapolis office and will act as salesman on the floor of the Minneapolis Chamber of Commerce. This move was made necessary on account of the steady increase in the Minneapolis business. The company has also formed a new connection in Boston, principally to look after the Minneapolis business in New England. With the transfer of Mr. Mumford there is now a good working force in Minneapolis. All the branches of the firm have been busy recently and the home office has been carrying on an exceptionally large receiving and shipping trade in all kinds of grain and mill stuffs.

George H. Phillips of Chicago recently greatly extended his facilities for doing a western business in taking over the wires of the western circuit of A. R. Jones & Co., the firm recently expelled from the Chicago Board of Trade. The wires touch ten towns in Iowa, including such important centers as Davenport, Cedar Rapids, Sioux City and Des Moines, Ia., Omaha, Neb., and Joliet, Macon and Morris, Ill. A recent addition to the force of the firm was the securing of J. S. Wiley as traveling representative in Illinois. Mr. Wiley has been for the past eight years representative of Pratt & Co. of Decatur, and has a large acquaintance in the trade. The firm also has now, in addition to the main offices in the Rialto building, local offices in Chicago at 190 Dearborn street, 14 State street and 187 Clark street.

## CORN IN THE NORTHWEST.

Minnesota and the Dakotas have not been considered corn states. Indeed, so little is North Dakota thought of as a corn producer that the D. S. B. Johnson Land Company of St. Paul has offered a prize of \$300 for the best twenty acres of corn grown in Dickey County in 1902. Yet Emmons County corn got a blue ribbon at the Pan-American Exposition. But South Dakota and Minnesota need no stimulus of that sort now. In the southeastern part of South Dakota corn yields last season of fifty bushels per acre were not rare, in spite of the drouth last summer. Minnesota, on the other hand, is credited with a crop last year of 40,000,000 bushels of corn, and is able with her abundance of fodder to spare a large quantity to go to the Southwest. The Northwest is likely to be heard from hereafter in the corn pit.

The Burks Grain & Elevator Company of Decatur on December 11 bought 120,000 bushels of white oats of the Crocker Elevator Company. It is said to have been the largest single purchase of grain ever made in Decatur.

A cablegram received in Canada about the middle of December from the British war office said that oats from elsewhere than Canada and the United States were being delivered in South Africa 14 cents per bushel cheaper than quotations based on the current market prices for oats in Canada. Commissioner Robertson, of the Canadian department, thinks that these oats are being obtained in New Zealand and Australia.

The Washington State Board of Control of Penitentiaries has fixed the price of grain oags made at the Walla Walla penitentiary for the year 1902 at \$6.35 per hundred, or 45 cents a hundred more than last year. It is estimated that about 1,400,000 sacks will be manufactured during 1902. The board has decided in view of the complaints made regarding the distribution last year to change the method this year, and those who put in applications between February 1 and March 31 will have the same standing, and on August 1 the Board will divide the output pro rata among these applicants.

## PERSONAL

Frank Riarden is now in charge of the elevator at Brushy, Iowa.

Ray Marsh is in charge of the new elevator at Burnettville, Ind.

Joe Hawley has taken a position as grain buyer for the Neola Elevator Company at Buck Grove, Ia.

Hans Hanson, a grain dealer of Dows, Ia., has recently completed an elegant residence in that town.

C. P. Cutting succeeds James Montgomery as manager of the Farmers' Elevator at Sleepy Eye, Minn.

E. D. Roberts has succeeded John Green as manager of the New Ulm Roller Mills' elevator at Turton, S. D.

S. S. Tanner, the well-known grain dealer of Minier, Ill., has been taken ill with a complication of diseases.

Lewis Garver, a large grain dealer at Van Alstyne, Texas, is on a hunting expedition in the Indian Territory.

Philip Norcum, who has represented Schwartz, Dupee & Co. in the corn pit for years, is now with Logan & Bryan.

William James of Schwartz, Dupee & Co.'s force is now with Pringle & Browning on the Chicago Board of Trade.

The Canadian Northern Railway Co. has appointed Harry Sellars superintendent of their elevators at Port Arthur, Ont.

E. William Kalb, who has had charge of the foreign grain market of Schwartz, Dupee & Co. for fifteen years, is now with J. F. Harris & Co.

H. W. Martin, for a long time with the Chapin-Edwards Company on the Chicago Board of Trade, will represent McReynolds & Co. in the provision pit.

James Montgomery, who has managed the Farmers' Elevator at Sleepy Eye, Minn., for the past nine years, has resigned. His successor is C. P. Cutting.

A. R. T. Dent, formerly president of the Dent Grain Company of Sioux City, Ia., is now at Seattle, Wash., where he is secretary for the American Trust Company.

Peter Arendt has resigned his position with the Kansas City Grain Company at Merrills, Ia., and has taken a position with the Plymouth Elevator Company as grain buyer at Merrills.

Chas. A. Ballack, after being confined to his room for several months as the result of an accident, has again resumed work, by taking charge of the St. Anthony & Dakota Elevator at Omamee, N. D.

Archibald D. Flower, who was a grain dealer at Ashfield, Mass., for many years, and later studied law and practiced at Greenfield, Mass., has been appointed referee in bankruptcy to succeed Henry J. Field.

Grove J. Penney, head of the commission firm of G. J. Penney & Co. of Cincinnati, has been unanimously elected to honorary membership in the Chamber of Commerce of that city, in recognition of his lifetime experience in the grain business.

G. W. Wyant, a prominent grain buyer of Malvern, Ia., was seriously injured December 11 by being kicked in the breast by a young horse. He had just driven up to his barn and was unhitching his team when suddenly the colt, which had but lately been broken, kicked him in the breast with both feet. His injuries are not thought to be fatal.

Frank A. Furst has retired as manager of the Northern Central Railroad grain elevators at Baltimore, Md. after having been identified with the grain trade of that part for about thirty-five years. Mr. Furst was manager of the floating elevator built in 1867, the first ever operated south of the Mason and Dixon line, and later became superintendent of the stationary elevator built at the foot of Bond street, Baltimore, which was the first elevator to handle grain brought to that city in cars from the West. In 1876 Mr. Furst was appointed grain inspector in the inspection department of the Corn and Flour Exchange, a position which he held until 1883, when he became manager of the Northern Central elevators on the Canton side of the harbor. He has been a member of the Corn and Flour Exchange since 1872.

The export trade is about at a standstill at New York. Freight rates on grain are very low.

A Wichita, Kan., firm has filled an order from Scotland for 200 pounds of alfalfa seed.



## TRANSPORTATION

A heavy movement of grain eastward from Manitowoc, Wis., across the lake, has begun, and will continue all winter.

The control of the Indiana, Illinois & Iowa Railroad, better known as the "Three-I," has been secured by the Lake Shore & Michigan Southern Railway Co.

During the season of 1901, 7,634,350 barrels of flour passed through the Sault Ste. Marie Canal, compared with 6,760,688 the year before, an increase of 13 per cent.

It is reported that the arbitrary tax of one cent a bushel imposed by the railroads on grain loaded direct into steamships from railroad elevators at New York is to be abolished.

The jurisdiction and duties of Frank Harriott, as chairman of the New York grain committee, have been extended to complete supervision of import traffic from the Atlantic ports from Norfolk, Va., to St. Johns, N. F., but not including the St. Lawrence ports.

The projected El Paso, Phoenix & California Southern Railway will be 500 miles long, running from Benson, Ariz., to Yuma, Ariz., via Mammoth, Kelvin, Florence, Mason City, Tempe and Phoenix. Eventually the road is to be extended to San Diego, Cal. Work of construction will be begun at once.

Trans-Atlantic lines are getting 2 cents a bushel on wheat, America to Europe. Ordinarily at this time of the year there is a brisk carrying trade at 8 cents a bushel. The loading and unloading cost more than 2 cents. The decline in rates is due to the stagnation in the foreign grain trade, caused by lack of corn here to ship and abundance of wheat abroad.

A line of railroad from Oklahoma to Paris, Tex., has been projected, with a branch from Colgate, I. T., to South McAlester, I. T., the entire line to be 420 miles long. The object is to give Kansas, Oklahoma and Indian Territory a short line to a gulf seaport. The line has been surveyed from Oklahoma City to Colgate and construction is to be begun soon.

Grain dealers and merchants of Vicksburg, Miss., have signed a protest addressed to President Harvey, of the Queen & Crescent route, asking for a modification of the new tariff on grain, meal, hay and feed to Jackson and Meridian. They ask for the same rebilling rates from Vicksburg as are given by the Illinois Central to Memphis and other points on its system.

The ceremony of spike-driving, to commemorate the completion of the second railway connecting Port Arthur with the Saskatchewan country, was held on Monday morning, December 30, at Fort Frances, Ont., about 200 miles west of Port Arthur on the Minnesota border. The new road is 1,300 miles long and an important outlet from the wheat country. A banquet was given at Port Arthur the same night.

Shipments of grain on the great lakes during October of this year, compared with the same month last year, according to the report of the Bureau of Statistics, were 19,600,066 bushels, compared with 25,089,341 bushels in October, 1900. Shipments of the five leading cereals from Buffalo by canal have been 22-3 million bushels larger than last season, while the shipments by rail have been about 25,000,000 bushels smaller than those of a year ago.

The new shipyard of the Columbia Iron Works, at St. Clair, Mich., will turn out six grain-carrying steamers, each of 6,000 tons' capacity, with hopper bottoms. These will be the first hopper-bottomed vessels to be constructed, and it is claimed by Messrs. Botsford, Jenks & Duncan, the promoters, that they will be generally adopted, as they will dispense altogether with the trimmers and steam shovels now used to get the grain to the elevator leg.

The vesselmen of Cleveland are preparing to revive the vessel pool which was started last spring. Their object is to establish the permanency of coal and grain rates, and if necessary to do so the pool will take contracts for the movement of all the coal and grain of next year at a fixed rate, which will be based on the average for a number of seasons. They propose to make the carrying of grain and coal as profitable to vessel owners as the carrying of iron ore has been during the past season.

The Chamber of Commerce of Portland, Ore., recently passed a series of resolutions addressed to Congress, favoring the improvement of the Columbia and Snake rivers for navigation as far inland as possible. It appears that the present objective points are Priest Rapids on the Columbia, 401 miles from its mouth, and Lewiston, Idaho, on the Snake River, 140 miles from its junction with the Columbia. It is said that, by the use of canals, locks, portage railways and improvements, all of the 713½

miles of the Columbia River between Marcus and the Pacific Ocean can be opened to navigation.

Shortage of cars caused a temporary falling off in shipments of grain and flour over western roads during the holidays, but the general run of grain shipments has been very large this fall. This is especially true of the northern coast lines, and while a large amount of grain has been moved, yet millions of bushels are held back in the hope of better prices. Shipments will probably continue heavy until April. The Great Northern, up to December 20, handled 47,000,000 bushels of grain, as against 22,000,000 bushels handled to the same date last year. Officials of that road state that the facilities for warehousing this year's crop are far superior to those of a year ago, and that much of the crop held is stored in farmers' granaries.

## Items from Abroad

Ireland's barley crop turns out to be the best the country has had for a number of years, and imports are expected to be small.

The Argentine government has approved the plan offered by Bunge & Born, who will build elevators at Buenos Ayres under a concession.

Malting barley in the west of England is said to be of slow sale unless the samples are of the best description. These bring very good prices.

German imports of wheat for the eleven months ending with November were 1,960,496 tons, as against 1,206,065 tons for the same eleven months of 1900.

Consul Swalm, at Montevideo, reports to the State Department that both the planting and the growing seasons for 1901 wheat crop of Uruguay have been excellent, with rains falling just at the right time and the temperature being most propitious. In 1898 Uruguay exported 2,832,000 bushels of wheat and 11,293 tons of flour, but the two crops following were failures. The present crop is expected to be a record-maker. Across the Plata River all of the northern end of Argentina is reported as suffering from the long-continued drouth, and the probable export of wheat will not exceed 500,000 tons (18,400,000 bushels), as given to this office by a statistical authority of that country.

Free storage in Berlin, as in America, is the result of trade negligence in the first place; now it is claimed as a right. For example: "From time immemorial it has been usual for the merchant, having sold a parcel of wheat, to allow it to lie at the warehouse as long as might be convenient for the purchaser. A short time since a large dealer, requiring for his own purposes all the storage space he could command, gave notice to one of his customers to immediately effect the removal of 10,000 centals of wheat from the warehouse. This proceeding appears to be legally justifiable, but it is contrary to the usages of the trade, and it excited a considerable amount of commotion in interested circles. The Berlin Association of Wheat Merchants succeeded in patching up a peace, but the episode started all sorts of undesirable public and private comments.

The London Corporation duty on grain, equal to three-sixteenths of a penny (2 cents) per ton and yielding \$75,000 to \$100,000 annually, will cease with the present year. This duty was permitted in 1872 as a recompense for the relinquishment by the Corporation of the ancient right to levy lighterage duties on all grain arriving in the port. The tax was fixed at the outset for a period of 30 years, and consequently, unless the agitation for a renewal meets with the favor of Parliament, next year will witness the loss to the Corporation of a very useful source of income. In the event of its applying for a renewal of the tax, the city will certainly have a good case to present. The right to levy the duty was only conceded on the Corporation undertaking to preserve all the open spaces in the neighborhood of London that were not included in the Metropolitan Management Act of 1855, a service that has been fully performed.

The British vice-consul at Nicolaieff, Russia, has reported that a few weeks ago a small firm of bankers, possessing the right of exporting goods by virtue of their membership of the first guild, the possessing also the average Russian conception of business honor, whilst shipping barley at the elevator for unlicensed exporters, were caught by the customs officials in the act of emptying bags of sweepings into the barley. As the customs shipment declaration, signed by the shippers, contained the word "barley" only, the said officials, acting under the adulteration laws, suspended the loading and referred the matter to the committee, who declared that the sweepings could not be called "barley," and consequently no more of the rubbish was allowed to be loaded. As publicity was given to the affair telegraphically, the shippers failed to obtain any advances against their bills of

lading and suffered a loss in consequence. Operations of this nature have been covertly carried on to an alarming extent during late years, but, unfortunately, exposure has seldom followed, owing to their being conducted in the privacy of the warehouses, and not so barefacedly in broad daylight.

## The EXCHANGES

The Winnipeg Grain Exchange held its annual meeting on January 8.

During the past thirty days the selling price of Chicago Board of Trade memberships has ranged from \$2,800 to \$4,000.

The Minneapolis Chamber of Commerce has withdrawn its membership in the National Board of Trade. At the meeting of the latter body in Washington this month it is expected the organization will be disbanded.

The Richmond Grain and Cotton Exchange of Richmond, Va., has a present membership of 64. The business of the past year was largely in excess of that for many years, and the outlook for the coming year is very good.

The Chicago Board of Trade on December 18 won another important legal victory in the decision of the State Supreme Court refusing the petition of John T. Dickinson to compel the Board to reinstate him to membership. Dickinson was the first member expelled for cutting commissions in violation of the commission rule.

By an almost unanimous vote the members of the Milwaukee Chamber of Commerce amended their rule relating to contract grades so as to make No. 2 oats deliverable on contracts in addition to No. 3 white oats. This was done to conform to the Chicago custom and will probably tend to promote trading in oats on the Milwaukee market.

The annual election at the Toledo Produce Exchange resulted in the choice of the following officers: President, William H. Bergin; first vice-president, Leroy S. Churchill; second vice-president, Thomas A. Taylor; secretary, Archibald Gassaway; treasurer, Fred W. Jaeger. For directors, James E. Rundell, Frank I. King, William H. Morehouse, Frederick J. Reynolds, Charles S. Burge, Charles S. Cutter, Julius J. Coon, Fred O. Paddock, Ernest W. V. Kuehn, William E. Brigham.

The directors of the Chicago Board of Trade, at a meeting extending through six hours, on the evening of December 17, expelled from the board Arthur R. Jones, president, and Michael Ryan, secretary, of the firm of Arthur R. Jones & Co., brokers. This action was taken on the grounds that Jones and Ryan were guilty of improper commercial conduct and of improper use of quotations. The Board also took action in the case of L. C. Geahart, a broker charged with improper use of quotations, by suspending him for a period of sixty days.

William S. Warren has been re-elected president of the Board of Trade for the third time by a vote of 956 in a total vote of 967. William L. Gregson becomes vice-president on the retirement of William N. Eckhardt. With one exception the candidates were all acknowledged "administration" men, practically selected by Mr. Warren. The balance of the ticket elected was as follows: Directors, George S. Bridge, John H. Jones, Samuel A. McClean Jr., Roderick D. Richardson, Charles H. Taylor; committee of appeals, William N. Eckhardt, Frederick C. Aldrich, Charles M. Armstrong, Samuel B. Cadow, Henry Crossman; committee of arbitration, Fred H. Babcock, George F. Geist, Edwin S. Skillen, Robert Thin, E. W. Wagner, James E. Bennett.

The Board of Trade of Louisville, Ky., has adopted new rules governing its grain trade, as follows: All sales of grain for track delivery shall be made subject to Louisville Board of Trade inspection and weights, but where the purchaser does not furnish the seller a Board of Trade weighmaster's certificate the buyer shall accept the weights at point of shipment if official certificates of weight are furnished by the seller. When official weights are furnished by seller all grain must be collected for by seller within forty-eight hours of delivery of seller's order on the delivering railroad company to the buyer. All sales must specify the amount of grain which is sold, stating definitely either number of bushels sold or that "contents of car" or cars is to govern. All contracts shall specify the time of delivery, and where buyer fails to accept the grain when tendered within contract time a carrying charge of one-half cent per bushel for each fifteen days or part thereof must be collected from the buyer. All sales must be confirmed in writing and contracts drawn in duplicate in accordance with above rules, which must be signed by both buyer and seller.



# HAY

J. N. Van Deusen has put in a hay press at Canaan, Conn.

J. W. Harris has discontinued his hay and feed business at Seattle, Wash.

A. S. Congdon has completed a 2,500-ton hay warehouse at North Yakima, Wash.

P. Miller of Wenatchee, Wash., is baling and shipping a large quantity of hay this season.

Bowles & Williams' feed sheds and 50 tons of hay were burned recently at Comanche, Ind. Ter.

Charles A. Gaywood succeeds Gaywood, Stickle & Co. in the hay business at Weedsport, N. Y.

Smith, Wallace & Engel, grocers of Newport, Wash., have added hay and feed to their business.

R. W. Haley lost 2,000 bales of hay, valued at \$1,000, by an incendiary fire at Okolona, Miss., December 8.

The insurance rate on hay written under floating policies has been advanced in Boston from 3½ to 4½ per cent.

W. A. Wright of Owosso, Mich., will carry on alone the hay and fuel business of the late firm of Wright & Moss.

The Chatham Hay & Feed Company has opened a store at Chatham, N. J., under the management of Frederick A. Parker, formerly of Passaic.

About 200 tons of hay stored in the hay and feed store of Griffith Brothers, at Red Oak, Ia., were burned December 11. The loss is about half covered by insurance.

The Lowry Round Bale Company of New York will erect a plant for the manufacture of its hay baling machinery at Dallas, Tex. The site, plant and equipment will cost about \$450,000.

Hay in the Pittsburgh market is reported to be selling this year at about the same range of prices as a year ago, but in larger volume, owing to the fact that it is much cheaper than oats or mill feed.

Baled shredded corn fodder has sold as high as \$10 a ton this year in Iowa, on account of the scarcity of hay. It must be shredded and baled when the forage is thoroughly dry, or it will mold in the bale.

The farmers of Walla Walla County, Washington, in the southwestern corner of the state, are shipping their alfalfa hay to Spokane and get \$7 a ton for it, baled and on board cars. Three to four crops of alfalfa are cut each season, besides furnishing good pasturage in the fall.

Vile & Sons, dealers in hay and feed at Jersey City, N. J., have made an assignment to Edward T. Mitchell. The liabilities are about \$22,000, and assets \$17,000. Mr. Vile has been in business in Jersey City for forty years, formerly as Vile & Miller, changing six years ago to Vile & Son. He was at one time very wealthy, but has gradually lost all in a general decline.

Buyers from the middle states are said to have contracted for about 50,000 tons of hay from the Salt River Valley of Arizona, near Phoenix, where the alfalfa crop this year has been marvelous. The total acreage this season amounts to 100,000 acres, and it is estimated that the value of the crop will amount to \$2,000,000. Probably 150,000 tons of hay, and perhaps more, will be shipped from Arizona this season, where only a few years ago mining constituted the only industry of any importance.

A Canadian paper says that Canadian hay is the best that goes into South Africa: "The New Zealand hay is like straw, and is fed only to oxen and mules. The hay from Argentina is all from alfalfa grass, a plant of the bean family, something like clover, which the horses will not eat. The same kind of hay comes from the United States, so the British government will have to draw all their hay from the Dominion, as they will have to keep a large force in Africa for at least three years. It is, therefore, predicted that there will be a great export of Canadian hay."

## REVIEW OF CHICAGO HAY MARKET.

The prices ruling for hay in the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows: During the week ending December 21: Sales of Choice Timothy ranged at \$13.50@14.50; No. 1, \$12.50@13.50; No. 2, \$11.50@12.00; Not Graded, \$9.00@12.00; Choice Prairie, \$12.00@13.00; No. 1, \$8.50@12.00; No. 2, \$9.00@10.00; Not Graded, \$8.50@11.00. Rye Straw sold at \$6.00@8.00, and Wheat Straw at \$6.25. The receipts for the week were 5,274 tons, against 5,670 tons for the previous week. Shipments for the week were 337 tons, against 452 tons for the previous week. The demand for Timothy Hay was quite good during the early part of the week, and

the market ruled firm. Only a fair market existed for Prairie Hay and the market ruled dull.

During the week ending January 4, sales of Choice Timothy ranged at \$13.50@15.00; No. 1, \$12.25@13.50; No. 2, \$11.50@12.50; Not Graded, \$8.50@12.00; Choice Prairie, \$12.25@13.00; No. 1, \$10.00@12.00; No. 2, \$8.00@9.00; Not Graded, \$8.50@11.00. Rye Straw sold at \$6.50@7.50, and Wheat Straw at \$6.00@6.50. The receipts for the week were 3,230 tons, against 2,805 tons for the previous week. Shipments for the week were 216 tons, against 269 tons for the previous week. The market for Timothy Hay ruled quiet and steady during the early part of the week, with no particular change in prices. The arrivals were moderate and prices advanced 50 cents to \$1.00 per ton. Prairie Hay was steady throughout the week. The offerings were not very heavy, but the demand was only moderate, as dealers were giving Timothy Hay the preference.

During the week ending January 11, sales of Choice Timothy ranged at \$14.00@15.00; No. 1, \$13.00@14.00; No. 2, \$11.75@12.75; Not Graded, \$11.00@12.75; Clover Hay, \$10.00; Choice Prairie, \$13.00@13.50; No. 1, \$8.75@12.50—outside for Iowa; No. 2, \$8.00@11.50; No. 3, \$8.50; No. 4, \$7.00; Not Graded, \$9.00@11.00. Rye Straw sold at \$6.50@8.00; Wheat Straw at \$6.00@6.50, and Oat Straw at \$7.00. The receipts for the week were 4,871 tons, against 3,230 tons for the previous week. Shipments for the week were 390 tons, against 260 tons for the previous week. The demand for both Timothy and Prairie Hay was quite good during the past week and the market was as active as the offerings would permit. Local dealers took hold freely and all consignments sold readily. Shipping inquiry was light. Arrivals were only moderate and prices ruled firm.

# BARLEY AND MALT

The receipts of barley and malt at Baltimore, for 1901, were 813,805 bushels, against 1,020,482 bushels in 1900.

The receipts of barley at Cincinnati for December were 13,664, against 77,905 bushels in December, 1900. The receipts of malt were 63,547, against 119,396 bushels; shipments, 43,723, against 67,978 bushels.

Frederich Knüttel of Charlottenburg, Germany, has secured a United States patent on a revolving drum for malting and drying grain, comprising an outer shell and a central perforated tube closed at one end of the drum, for the purpose of supplying hot and moist air.

The D. H. Stuhr Grain Co., Davenport, Iowa, quote an article from the Chicago Tribune of January 8, telling of the scarcity of barley for use as barley. They say this article is strictly in accord with their views and that the question in the near future will be, where can we get the barley? Price will be a secondary consideration.

The valley of the Columbia River, in Oregon and Washington, produced last year about 1,000,000 bushels of barley, much of which is finding its way to the brewing centers of the middle West—Milwaukee, Chicago, St. Louis, Kansas City, Omaha, etc. The quality is reported excellent. Chicago buyers are now on the ground and bidding high for coast barley.

The P. H. Rice Malting Co. of Chicago, by a vote of its directors on January 9, was shut down permanently. On the following day the Equitable Trust Co. was appointed as receiver. The company was capitalized at \$600,000 and owned elevators and a fine plant at Cragin, Cook County, Ill. The company is said to have held large amounts of paper of two defunct breweries of New York and one distillery in Kentucky. The assets of the company besides the plant are about \$75,000 worth of barley and malt now on hand. It is said that with sufficient capital the business can be run at a good profit and it is expected that it will be operated under the receivership. The liabilities as set forth in the bill are only a little more than \$100,000.

Barley is used for feeding to work horses on the Pacific coast when discolored and therefore not fit for brewing. In Canada it is used for feeding to hogs, and is thought to make a better bacon than corn. Stained barley is used also for poultry food, and is said to give a whiter skin and flesh than corn. But at the Experiment Station in North Dakota they tried it for horses and mules, and found that while idle either would eat enough to keep them in fair condition, it did not prove worth as much per pound as oats when they were at hard work. It did not seem to suit the mules as well as the horses, and when they had barley and oats in equal weight in alternate months, they

gained flesh on the oats. It has never been thought a good feed for milch cows, and is of doubtful value for sheep. It gives better results crushed than fine ground, as the meal makes a pasty substance.

Julian Kune, in The Western Brewer's barley, malt and hop review of December 15, says that never before did such conditions obtain in the barley trade. During the years when there is a foreign demand for our barley for feed we can approximately guess at the amount exported, but now when every dealer in grain all over the West mixes barley with oats, it is impossible to arrive at any correct estimate of the absorption. As long as the present price of oats lasts, so long will the conditions of mixing last.

## IMPORTS AND EXPORTS OF BARLEY AND MALT.

| BARLEY.                       |            |    |           |
|-------------------------------|------------|----|-----------|
| Imports—                      | Bushels.   |    | Value.    |
| November, 1900 .....          | 53,782     | \$ | 26,619    |
| November, 1901 .....          | 10,013     |    | 6,013     |
| Eleven mos. end. Nov., 1900.. | 143,430    |    | 70,611    |
| Eleven mos. end. Nov., 1901.. | 46,652     |    | 26,005    |
| Exports—                      |            |    |           |
| November, 1900 .....          | 231,642    |    | 97,453    |
| November, 1901 .....          | 1,340,358  |    | 594,675   |
| Eleven mos. end. Nov., 1900.. | 12,092,898 |    | 5,623,675 |
| Eleven mos. end. Nov., 1901.. | 7,520,282  |    | 3,382,729 |

| BARLEY MALT.                  |         |  |         |
|-------------------------------|---------|--|---------|
| Imports—                      |         |  |         |
| November, 1900 .....          | 561     |  | 497     |
| November, 1901 .....          | 179     |  | 155     |
| Eleven mos. end. Nov., 1900.. | 4,823   |  | 4,794   |
| Eleven mos. end. Nov., 1901.. | 3,043   |  | 2,929   |
| Exports—                      |         |  |         |
| November, 1900 .....          | 25,170  |  | 16,570  |
| November, 1901 .....          | 23,198  |  | 16,452  |
| Eleven mos. end. Nov., 1900.. | 282,179 |  | 205,511 |
| Eleven mos. end. Nov., 1901.. | 340,456 |  | 231,368 |

## RECEIPTS OF GRAIN FOR 1901.

Following are the receipts of grain at various markets for the calendar year 1901, with the comparative figures for 1900:

| BALTIMORE.       |            |            |
|------------------|------------|------------|
|                  | 1901.      | 1900.      |
| Wheat, bus.....  | 22,036,876 | 9,010,604  |
| Corn, bus.....   | 27,029,296 | 43,028,709 |
| Oats, bus.....   | 6,875,638  | 7,736,302  |
| Rye, bus.....    | 1,094,817  | 676,638    |
| Flour, bbls..... | 4,212,167  | 3,941,388  |

| INDIANAPOLIS.   |           |           |
|-----------------|-----------|-----------|
| Wheat, bus..... | 1,394,250 | 1,445,250 |
| Corn, bus.....  | 5,698,050 | 7,498,200 |
| Oats, bus.....  | 700,000   | 953,000   |

| TACOMA.           |        |  |
|-------------------|--------|--|
| Wheat, cars.....  | 13,040 |  |
| Oats, cars.....   | 388    |  |
| Barley, cars..... | 228    |  |

| MILWAUKEE.       |            |            |
|------------------|------------|------------|
| Wheat, bus.....  | 12,497,150 |            |
| Corn, bus.....   | 2,909,539  |            |
| Oats, bus.....   | 8,202,100  |            |
| Barley, bus..... | 11,813,150 | 16,250,837 |
| Rye, bus.....    | 1,478,750  |            |
| Flour, bbls..... | 2,909,539  |            |

| MINNEAPOLIS.             |            |            |
|--------------------------|------------|------------|
| Wheat, bus.....          | 90,212,900 | 83,312,320 |
| Corn, bus.....           | 7,813,340  | 2,009,860  |
| Oats, bus.....           | 9,664,270  | 10,837,160 |
| Barley, bus.....         | 4,980,680  | 4,551,970  |
| Rye, bus.....            | 1,195,440  | 509,730    |
| Flax, bus.....           | 6,987,490  | 5,093,410  |
| Flour shipped, bbls..... | 15,934,110 | 14,954,806 |

| NEW ORLEANS.     |            |            |
|------------------|------------|------------|
| Wheat, bus.....  | 24,796,841 | 7,440,472  |
| Corn, bus.....   | 11,904,615 | 23,292,659 |
| Oats, bus.....   | 4,902,106  | 4,972,067  |
| Flour, bbls..... | 535,371    | 647,796    |

| CHICAGO.                       |            |             |
|--------------------------------|------------|-------------|
| Wheat, bus.....                | 51,197,870 | 48,048,298  |
| Corn, bus.....                 | 84,136,637 | 134,603,456 |
| Oats, bus.....                 | 90,632,152 | 105,226,761 |
| Rye, bus.....                  | 3,244,324  | 1,973,701   |
| Barley, bus.....               | 15,996,670 | 17,813,919  |
| Timothy seed, pounds.....      | 33,685,811 | 43,764,951  |
| Clover seed, pounds.....       | 7,670,308  | 10,393,821  |
| Other grass seeds, pounds..... | 16,369,131 | 10,628,523  |
| Flax seed, bus.....            | 4,584,735  | 4,896,513   |
| Broom corn, pounds.....        | 25,935,145 | 7,460,556   |
| Flour, barrels.....            | 10,232,285 | 9,313,591   |
| Hay, tons.....                 | 191,990    | 185,621     |

| DULUTH.                    |            |            |
|----------------------------|------------|------------|
| Grain, all kinds, bus..... | 75,975,015 | 51,431,960 |

New Orleans is feeling the effect of the corn failure in largely diminished receipts.



Wheat in Kentucky is generally protected by snow, but the average field is small and does not look especially promising.

Winter wheat in Maryland and Delaware improved slightly during December, but is still considered low average condition.

Indiana wheat came through the severe cold weather of December in good condition, and prospects are noted as satisfactory.

Manitoba estimates for 1901 show wheat, 50,502,085 bushels; oats, 27,796,588 bushels; barley, 6,536,155 bushels; rye, 62,261 bushels.

It was reported during the first part of January that in certain parts of Texas an unknown insect was working on the roots of the wheat.

The wheat fields in Tennessee underwent some very severe freezing weather in January, and in some places it was considered to be badly injured.

Lack of rain is being felt in certain sections of California. The land is becoming too dry to plow in many places, so that late planting will be delayed.

The winter wheat in Northern New York is reported in good condition. The winter wheat area has been generally protected through the cold snap.

The conditions of wheat in Arkansas were found to be variable the first of January. There was little or no snow to protect the crop, and on this account more or less injury resulted.

December and the first part of January was favorable for growth of all grains in Oregon except in the southern part of the state, where cold, frosty weather checked rapid growth.

In Oklahoma January started out with indications of more moisture, and it is estimated that if present conditions continue the plant will meet the spring sunshine with growing vigor.

There was a good fall of snow in Central Kansas the first part of January, but conditions are still held to be unpromising. In a good many sections, however, the plant is in fair condition, but needing moisture.

January opened in Pennsylvania with weather conditions particularly in the central and eastern portions of the state, generally unfavorable for winter grain, with snow covering deficient in many localities.

Wheat in Ohio, while small and thin in most sections, was reported in better condition at the opening of January than one month previous. The state report issued January 4 made the winter wheat condition 72 per cent of a full average. Rye condition 80 per cent.

Less Hessian fly is reported in Michigan than during the past two years. Winter wheat in the majority of cases looks strong and healthy and was generally protected by snow during the cold weather. The January crop report said that farmers sold only 249,000 bushels of wheat last month.

Illinois wheat is reported in good condition in the northern and central districts, but less promising in southern districts. The latest Illinois crop report shows that while the yield and quality of corn is not up to the usual standard, the acreage planted was the largest in the history of the state.

The January outlook for oats in Georgia is reported better than was first expected after the severe weather in December. In many places, however, it will have to be replanted, yet it is reported doubtful if a replanting is possible in many cases with farmers, on account of the scarcity of seed oats and high prices for same.

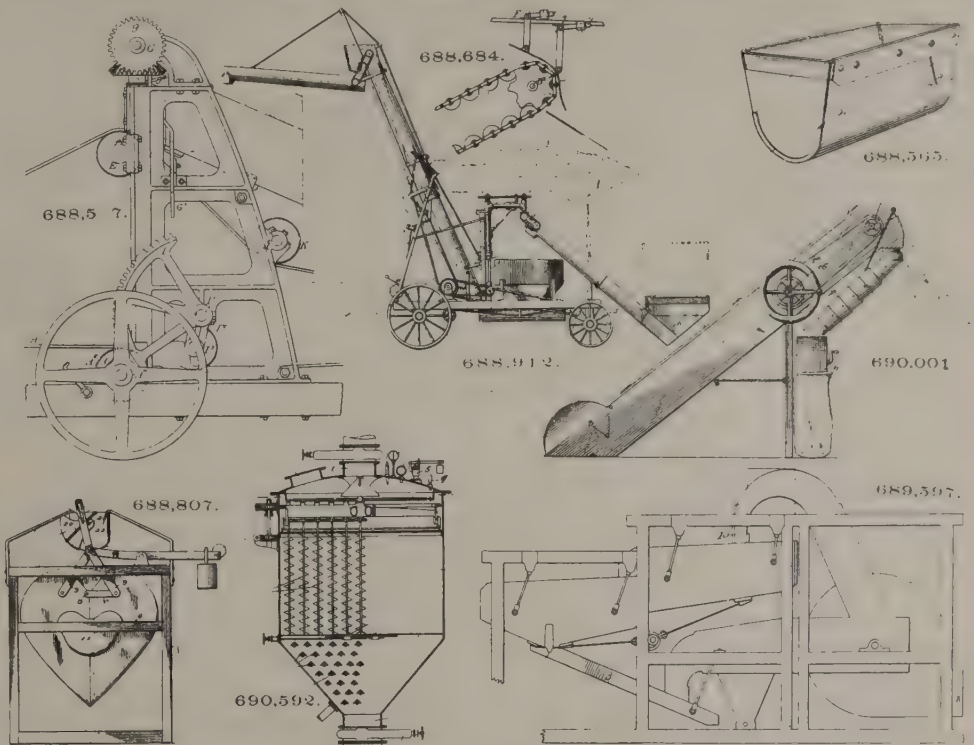
The government crop report on last year's wheat yield was issued January 10. It made the yield per acre 14.8 bushels, and, figuring on the area of September, 45,735,000 acres it suggests a total wheat yield of 676,878,000 bushels. The area is not official. The yield per acre is about a bushel larger than suggested by the September report, and the total is about 50,000,000 bushels over the aggregate indicated by the September percentage. Figured on the September area, the yield per acre makes the 1891 wheat crop a record-breaker, a little in excess of that 675,000,000-bushel crop raised in 1898. The present growing winter wheat area is announced as 32,000,000 acres, against 30,283,000 acres seeded last year and presumably 28,267,000 acres at harvest.

The official record of December precipitation shows a deficiency of rainfall in Kansas, Nebraska, Illinois and Iowa, but a surplus over a share of Missouri, whence a good deal of the dry weather talk has emanated. The deficiencies of precipitation this side the Rocky Mountains were not sensational last month. Topeka was deficient .06 inches, Wichita .42, Concordia .49, Lincoln, Neb., .18, Omaha .38, Sioux City .55, Valentine .55. Columbia, Mo., had a surplus of .28 inches. Spring-

field, Mo., 1.10, and Kansas City a surplus of .17. The sensational rain deficiencies in December were on the Pacific side, the whole coast there showing a startling shortage from the normal. Seattle was deficient 3.10 inches, Tacoma 3.38, Portland 3.78, Fresno 1.30 and Eureka 3.29 inches.

The Weather Bureau's summary of crop conditions issued January 3, said: "Winter wheat was subjected to very trying temperature conditions from December 15 until December 23, during which period extremely cold weather prevailed throughout the lake region, central valleys and southern states. Fortunately for the crop, however, a light covering of snow afforded very material protection in the principal wheat growing states during the period of greatest cold. At the close of December the condition of winter wheat was generally satisfactory in Ohio, Indiana, northern portions of Illinois and Missouri, and in Nebraska and Kansas, the reports being less favorable south of the Ohio River and in the middle Atlantic states. The outlook on the Pacific Coast is highly encouraging, in spite of drying winds and absence of rain in California. Moisture is very generally needed in portions of the upper Mississippi and Central Missouri valleys, Oklahoma, Arkansas, Texas and California."

Crop Report No. 9 issued January 6 by A. H. Bewsher, secretary of the Nebraska Grain Dealers'



Association, gives state results as follows: Corn.—The total acreage of the state as secured through county clerks and other reliable sources, proves to be 5,853,967 acres. All these replies would indicate that upon but 72 + %, or 4,233,470 acres was corn gathered, the balance being unfit for anything but fodder. The average yield per acre of the corn gathered was 17 + bushels, or a total yield for the state of 72,445,227 bushels. Replies indicate that about 55% of this will grade No. 3 or better; 67% of the crop, or 48,567,055 bushels, will be required for feeding at home. Replies as to the average shrinkage experienced in shelling indicate about 12½%. There was carried over from last crop 3+%, or 5,056,000 bushels. I would respectfully call your attention to that portion of Crop Report No. 8, issued September 7, bearing upon the probable corn yield for the year. The report made by us at that time was purely an estimate, based upon the opinions of the dealers, and indicated a yield of 65,000,000 bushels. The report in hand, which is based on actual results, shows 72,445,227 bushels, or only 7,000,000 more than our conjectural estimate made in September, or before the corn was fully matured. I lay stress upon this principally to call your attention to the reliability of these estimates. Wheat.—The acreage of fall wheat sown, as compared with that of the same time last year, shows an increase of almost 37%. The condition is reported to be about 2% better. A question asked, which will no doubt develop information of interest, was as to the amount of wheat that would be fed. My replies indicate 20%, or about 10,000,000 bushels of the 1901 crop. The summary of both old and new corn available for shipment was as follows: Crop, 1901, 72,445,227 bushels; reserve carried over from 1900 crop, 5,056,000 bushels, making a total of 77,501,227 bushels. The amount required for feed and other purposes 55,811,577 bushels, leaving amount available for shipment of 21,689,650 bushels.

Issued on December 10, 1901.

Bucket Elevator.—Charles Piez, Philadelphia, Pa., assignor to the Link-Belt Engineering Co., same place. Filed September 7, 1901. No. 688,684. See cut.

Elevator Bucket.—Joseph Welfle, Hamler, Ohio.  
Filed July 29, 1901. No. 688,565. See cut.

Discharge Device for Belt Conveyors.—Wm. H. Cookman and Samuel W. Neall, Philadelphia, Pa., assignors to the Link-Belt Engineering Co., same place. Filed Oct. 22, 1900. No. 688,597. See cut.

Grain Weigher.—Elmer C. Young, Peoria, Ill., assignor of one-half to Wm. T. Eaton, Chicago. Filed May 27, 1901. No. 688,807. See cut.

Issued on December 17, 1901.

Grain Door for Cars.—Louis Beese, West Superior, Wis. Filed June 14, 1901. No. 688,822. See cut.

Portable Grain Elevator.—Warren Watts, Clay Center, Kan. Filed June 17, 1901. No. 688,912. See cut.

Issued on December 24, 1901.

**Grain Cleaner.**—Willard C. Rowe, Decatur, Ill.,

assignor to Union Iron Works, same place. Filed July 3, 1900. No. 689,597. See cut.

Issued on December 31, 1901.

Grain Elevator.—Lewis E. Weeks, Darfur, Minn.  
Filed June 18, 1901. No. 690,001. See cut.

Issued on January 7, 1902.

**Process of Drying Grain.**—Valentin Lapp, Lindenhau, near Leipzig, Germany. Filed May 15, 1901. No. 690,592. See cut. Claims cover a method of drying, kiln-drying and torrefying germinated and ungerminated grain, consisting in depriving the grain of air and part of the water without any heating by means of a vacuum in a closed space, leading again air into said space and to said grain, removing quickly about a half of the remaining water by the application of a moderate degree of heat, removing gradually another part of the remaining water in definitive and adjustable quantities, and torrefying the thus-treated grain.

On December 27 G. Hehman & Sons received one of the largest cars of oats ever consigned to a grain commission firm in Cincinnati. The car contained 2,400 bushels and graded No. 2 white.

Eight grain inspectors at Duluth were dropped from the department payroll on January 1. It is announced that the railroad and warehouse commission has adopted the policy of promoting men already in the department to positions about to be made vacant, as fast as ability combined with faithfulness is demonstrated. The services of men for these positions will not be needed until toward spring, and the places will not be filled until it is necessary. But when they are filled it will be on the basis of promotion for men already in the service. No outsiders will be appointed over the heads of men capable of holding better jobs themselves.



## Fires - Casualties

D. A. Burrows' feed store at Davenport, Ia., is reported damaged by fire.

W. H. Van Wie's elevator at Mauston, Wis., burned January 8. Loss, \$4,000.

Parsons' grain warehouse at Carroll, Ia., was burned December 23, with 2,500 bushels of corn.

Scott & Woodrow's hay baling plant, at Prospect, O., was burned December 11, with heavy loss.

A grain elevator at Bathgate, N. D., while being moved, collapsed, killing one boy and wounding five.

A. O. Watson's warehouse at Austin, Tex., was burned December 27, together with \$500 worth of baled hay. The loss was covered by insurance.

Fire in the feed store of Harry West, corner Third and Van streets southwest, Washington, D. C., damaged the stock to the extent of \$1,000.

A. Waldo's grain warehouse at Collinsville, Tex., was burned about 10 o'clock on the night of December 22. The house was full of grain. Loss about \$5,000.

V. E. Moore's flour and feed store at Springfield, Mass., was destroyed by fire December 13. A large stock of flour and grain was burned. Loss about \$5,000; insured.

The water in the cylinder jacket of the gas engine at the Farmers' Elevator, Wapella, Ill., froze up during the severe weather in December and burst the cylinder.

The elevator and mill of Price & Lound, at Winside, Neb., were burned December 27. A car of corn on the track was consumed. The loss is partly covered by insurance.

Pat Webb's hay and feed store at 166 University avenue, St. Paul, Minn., was damaged by fire January 1 to the amount of \$1,000; partly insured. The cause of the fire is not known.

The Sanborn Elevator, a pioneer structure with a capacity of 80,000 bushels, at Port Huron, Mich., was destroyed by fire on January 6. The building was unoccupied and uninsured.

The Missouri Valley Seed Company's warehouse at St. Joseph, Mo., was burned December 7, with loss of about \$500. The company is owned by A. G. Samuels and J. R. Pollard.

W. S. Wright was crushed in the machinery of a corn sheller in the elevator of Stockdale & Dietz, at Harris, Ia., and was fatally injured, dying that night. He was employed in the elevator.

The first floor of the grain store of Henry A. Bugbee at 814 Main street, Willimantic, Conn., gave way on January 1, dropping about 30 tons of grain into the basement and doing more or less damage.

A dock fire at Sturgeon Bay, Wis., December 27 destroyed a warehouse in which were several thousand bushels of grain belonging to Teweles & Brandeis and 150 tons of hay. Loss about \$3,000; insured.

The Dell Rapids Elevator Company's elevator at Dell Rapids, S. D., was burned December 13 at night. The fire is believed to have started in spontaneous combustion. The loss was over \$25,000; insurance, \$18,000.

The steamer Parks Foster, which stranded on Chambers Island, in Green Bay, opposite Marinette, Wis., carried a cargo of grain, some of which had to be thrown overboard to lighten the ship. Thirty to forty fishermen were employed to carry the grain ashore in their boats.

Elevator A of the Midlothian Grain Elevator Company, at Midlothian, Tex., was destroyed by fire Christmas night at 11:30 o'clock. The house contained 3,500 bushels of corn, 60,000 bushels of oats, 5,000 bushels of wheat and three carloads of barley. The loss was about \$30,000, partially insured.

The grain elevator of Chase & Purdie, at Willow Lakes, S. D., was entirely destroyed by fire December 11, together with 9,000 bushels of grain, mostly flax, and a number of new wagons. The origin of the fire is not known. The loss was about \$10,000, with insurance of \$2,000. The elevator will be rebuilt early in the spring on a much larger and improved plan.

The elevator of Titus Brothers, at Steward, Ill., collapsed December 12 about 9 o'clock in the morning, and the grain in four bins was dropped into the basement. About 10,000 bushels of corn were hurled into the engine room and basement. The force of the collapse tore a hole about 25 feet in length and 15 feet high through the solid stone wall. Fred Van Patten, an employee of the firm, had just stepped outside when the crash came. A sign painter had placed his ladder against the outside wall to paint a sign. He felt the wall quake

and was able to save himself by jumping. The elevator will be rebuilt.

The elevator and mill of Cromwell & Purnell, at Fithian, Ill., was burned December 9, about 7 o'clock at night. The house contained about 30,000 bushels of oats and 15,000 bushels of corn. The building cost about \$3,000, and the loss on building and contents was fully \$25,000. The insurance was small.

A fire which started from the gasoline engine in Thompsons' Elevator, at Rutland, Ia., resulted in serious damage to the property. Escaping gas from the engine exploded and set fire to the roof of the engine house. Prompt action on the part of a large number of citizens who were present saved the elevator.

Fire in the Freeman Mill Elevator at West Superior, Wis., early in the morning of January 2 damaged the plant to the extent of about \$1,000. The fire started in one of the screening bins and was hard to get at. The cause was overheating of screenings in the bin. By hard work the mill was saved from destruction, though threatened.

The 100,000-bushel elevator at Meredosia, Ill., belonging to the Turner-Hudnut Co. of Pekin, was burned on January 6. The insurance on plant was settled at \$6,875 and on stock at \$4,762. The fire originated in the cob house at 9:30 p. m. and is believed to have been of incendiary origin, as there had been no fire about the plant for four days.

A fire which started at 2 o'clock a. m., January 13, in the elevator of the American Malting Co. at Fifty-second street and the Pan-Handle tracks, Chicago, soon laid the structure in ruins. The origin of the fire is not definitely known. The elevator contained 300,000 bushels of barley and malt. The structure was 300x200 feet and 150 feet high. Some adjoining cars and sheds were also burned. The plant is a total loss. It was doubtless covered by insurance.

J. H. Parker, grain buyer at West Prince Albert, N. W. T., for Riley, Parker & McVicar of Winnipeg, was seriously injured in the elevator December 7. He was reaching into the hopper to examine some grain, when his left leg was caught in the short leg of the cleaner and the flesh was stripped from the knee to the ankle on the front of the limb. He was removed to the hospital, where it was said that at least a month would be required to cure his injury.

An explosion of a gasoline engine set fire to the engine house at the elevator of E. A. Holmes, at Hargrave, Man., December 15, and resulted in the death of two men and the serious injury of three others. Five men were in the engine room when the explosion occurred. They were unable to get out through the door. Three of them escaped through a window, but two were burned to death. They were Stewart Wright and R. D. Sykes. The most seriously injured of the three who escaped was E. A. Holmes, proprietor of the elevator.

E. F. Brown's elevator at Manson, Ia., was burned December 13, at 7 o'clock p. m. The fire broke out in the cupola, from friction of pulleys. It was a 25,000-bushel house and was bought by Mr. Brown of Luverne, Minn., in March of this year. The building contained 15,000 bushels of oats, 350 bushels of wheat, 300 bushels of corn, 180 bushels of flax, 180 bushels of timothy seed and 40 tons of coal. The value of the elevator and contents was estimated at \$12,000. The house was insured for \$4,500 and contents were fully covered.

Herman R. Mueller & Co.'s grain elevator at Fifty-sixth street and the Fort Wayne Railroad tracks, Chicago, was burned at 1 o'clock a. m., December 27. The blaze started on the ground floor, from cause unknown. When discovered it had spread to the grain bins and was beyond control. The elevator was of frame construction, covered with corrugated iron. It burned fiercely and was soon destroyed. The red hot sheets of iron fell on to adjoining cottages and drove their occupants into the street. The loss to elevator and grain was total and is estimated at \$150,000 on building and \$150,000 on contents, fully covered by insurance.

## OUR CALLERS

We have received calls from the following gentlemen prominently connected with the grain and elevator interests, during the month:

W. T. Schilt, Bremen, Ind.  
C. T. S. Cook, Scotts, Mich.  
M. Knedler, Prairie View, Ill.  
J. R. Cross, San Francisco, Cal.  
E. Kilburn, Spring Valley, Minn.  
George A. Bell, representing Davidson-Martin Manufacturing Company, Port Huron, Mich.

The S. S. Folmina sails from Portland, Ore., about January 15 with 3,900 tons of hay and oats for Manila for the American army.

## FLAXSEED

The flax receipts at primary markets for the five months ending December 31 were 20,925,000 bushels. Country elevators on that date were said to contain only 750,000 bushels.

A few days after the National Lead Company announced a reduction in the price of linseed oil the flax market advanced from \$1.50 to \$1.58 in three days. The small holders of seed are the ones who have been disturbed by these wide fluctuations.

Prof. Thomas Shaw of the Minnesota state agricultural school, says that by systematic farming and rotation of crops the soil of the Northwest can be maintained in good condition for the raising of flax for many years. He states that the entire agricultural area of the Northwest is being gradually exhausted and that the soil must be renewed or grain raising abandoned.

It is estimated that a yield of fifteen bushels of flax to the acre will produce 315 pounds of oil and that in a single bushel of well-cleaned flaxseed there is an average of about 21 pounds of oil, the chemical tests showing about 35 per cent of oil. The ground flaxseed cake, which is an important article of export, contains about 8 per cent of oil, and a bushel of flaxseed will produce about 40 pounds of oil meal or cake.

Tacoma's foreign wheat exports for 1901 were 10,823,017 bushels, valued at \$6,390,135.

The export of wheat to Mexico has come to a stop, partly owing to a rise in exchange and partly owing to a scarcity of cars.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FOR SALE.

Nice Red Clover. Write for samples and prices to  
LA ROSE GRAIN CO., La Rose, Ill.

### GASOLINE ENGINES.

All makes of gasoline engines bought, sold, rented and exchanged. Address  
M'DONALD, 36 W. Randolph St., Chicago.

### FOR SALE.

Two hay barns at Wolcott, Ind., and one at Remington, Ind. Storage capacity 1,000 tons. Easy terms. Address

E. H. WOLCOTT, Wolcott, Ind.

### FOR SALE.

We have a large stock of boilers, engines, steam pumps and pulleys for sale. Write for specifications and prices to

PHILIP SMITH, Sidney, Ohio.

### MINNESOTA ELEVATOR.

For sale, grain elevator in Central Minnesota, with farm machinery business in connection, also residence and all stock. Easy terms.

G. L-505, care "American Elevator and Grain Trade," Chicago, Ill.

### IOWA ELEVATOR

Elevator for sale, main line C., R. I. & P., in Iowa; 65,000, steam; cribs for 20,000; seed house holds five cars. Good condition; good grain point; no coal or stock trade.

FRED FAULKNER, Box 3, Cedar Rapids, Ia.

### ELEVATOR AND FEED STORE.

For sale, elevator of 14,000 bushels' capacity, with a store building for handling seeds and feed. Located in a thriving western town and doing a splendid business. Price, \$8,000. A fine opportunity for someone. To anyone interested full particulars will be given. Address

A. S. E., Box 12, care "American Elevator and Grain Trade," Chicago, Ill.



**HALF INTEREST IN OKLAHOMA ELEVATOR.**

For sale, a half interest in small elevator in one of the best grain towns in Oklahoma; cheap. Good opening for party with small capital. Address  
LOCK BOX 843, Wichita, Kan.

**ILLINOIS ELEVATOR.**

A new modern elevator of 120,000 bushels' capacity, in the corn belt of Illinois, for sale at a bargain if taken promptly. Cost \$16,000. Extra good opening for party with means. Address  
LOCK BOX 385, Bloomington, Ill.

**IOWA ELEVATOR.**

For sale, 20,000-bushel elevator in a good business town; 30 h. p. boiler; 20 h. p. engine. Roller mill and burr mill, with good feed trade. Machinery business in connection. For full particulars apply to

R. R. SMITH, Traer, Iowa.

**SPLENDID IOWA ELEVATOR.**

For sale, to close an estate, a brand new elevator of 23,000 bushels' capacity, with fuel business, commission business, building material and drain tile business attached. Everything in the latest improved style. Net earnings for the year 1901, \$4,000. In city of about 5,000 inhabitants. Price, \$10,000; will take some improved farm property in exchange.

L. E. LATTA, Washington, Iowa.

**INDIANA GAS BELT MILL AND ELEVATOR.**

For sale or trade, a 75-barrel brick mill and steel elevator of 20,000 bushels' capacity, for handling all kinds of grain. Handle 200 cars a year in excess of mill's requirements. A gas well belongs to this plant. Only mill in a thriving town of 2,500 inhabitants, in Central Indiana; three railroads. A big money maker. Best of reasons for selling. Acceptable paper for all or part payment. Address  
G. B., Box 12, care "American Elevator and Grain Trade," Chicago, Ill.

**INDIANA MILL AND ELEVATOR.**

For sale, mill and elevator combined, in good grain country on Big Four R. R.; no opposition. Have shipped 140,000 bushels of last year's corn crop, besides corn sold for feed and bread. Good place for exchange. Good point to realize best prices for feed; only 20 miles from Indianapolis. Mill running full time; splendid flour trade. Want to retire from active business. It is a great money maker; everything in good repair. Price, \$8,000.  
JOHN BARNES, Whitestown, Ind.

## Miscellaneous & Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**WANTED.**

An elevator at a good grain point. Give particulars.

P. H. DAUB, Helena, Ohio.

**NO MORE MUSTY CORN.**

Use Beale's Adjustable Corn Crib Ventilators. Allows you to build cribs 16 to 24 feet wide. Saves 30 per cent in building material. No more musty corn. Write to

N. S. BEALE, Tama, Iowa.

**REPRESENTATIVES WANTED.**

Millwrights, machinery dealers and manufacturers' agents wanted to represent us in their territory, on commission, for the sale of elevating, conveying and power transmitting machinery, mill and elevator supplies. Address

WELLER MFG. CO., 118 and 120 North Ave., Chicago, Ill.

**DESK DATING STAMP.**

We have a little novelty in the form of a desk dating stamp, which is a handy contrivance that will last for seven years. Any dealer desiring one will receive it on sending 15 cents in stamps to pay cost of sending. Address

JOHNSON & FIELD MFG. CO., Racine, Wis.

**ROOFING AND SIDING.****The Garry Iron and Steel Roofing Co.,**

168 MERWIN STREET, CLEVELAND, O.,

MANUFACTURES



Steel Roofing,  
Corrugated Iron,  
Siding and Metal  
Ceiling.

SEND  
FOR CATALOGUE

**SYKES STEEL ROOFING CO.,**

611 So. Morgan Street, CHICAGO.

Eastern Works: NILES, OHIO.



WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc. We make a specialty of Corrugated Iron and Metal Roofing for Grain Elevators,

And take contracts either for material alone or job completed. We have done a large amount of this work in the past three years, in fact, we are the largest manufacturers of this material in the Western States. Write us for prices. We can save you money.

**COMMISSION CARDS.**

[We will not knowingly publish the advertisement of a bucketshop keeper or irresponsible dealer.]

W. F. FUNSTEN. PHIL B. FOUEE. HENRY RENTH. R. S. YOUNG.

**FUNSTEN BROTHERS & CO.**

Incorporated—Capital Paid in, \$100,000.

**COMMISSION MERCHANTS**

GRAIN, HAY AND SEEDS.

ST. LOUIS.

T. P. Baxter, President. F. A. Roennigke, Secretary.  
James Parrott, Vice-Pres't. Trave Elmore, Treasurer.

**PARROTT-BAXTER GRAIN CO.**

COMMISSION,

GRAIN, HAY AND SEEDS.

105 Chamber of Commerce.

ST. LOUIS.

**THE SAMUEL BORN CO.,****GRAIN.**

COMMISSION. BUYERS. SHIPPERS.

Chicago, Ill.

La Fayette, Ind.

Buffalo, N. Y.

LEMAN BARTLETT.

O. Z. BARTLETT

**L. Bartlett & Son,**

GRAIN AND PRODUCE  
COMMISSION MERCHANTS.

**BARLEY A SPECIALTY.**

Room 23 Chamber of Commerce Bldg  
Milwaukee, Wis.

Careful attention given to orders from Brewers, Maltsters and Millers.

**COMMISSION CARDS.**

ESTABLISHED 1846.

**C. A. KING & CO.**

THE GOLDEN RULE

GRAIN AND CLOVER SEED DEALERS

OF TOLEDO, OHIO.

SPECIAL MARKET AND CROP REPORTS FREE.  
BE FRIENDLY. WRITE OCCASIONALLY.

**C. A. FOSTER,**

CARNEGIE, PA.

ESTABLISHED 1878.

**Wholesale Grain, Hay and Mill Feed.**

CONSIGNMENTS SOLICITED.

Reference: Freehold Bank, Pittsburg, Pa.  
First Nat'l Bank, Carnegie, Pa.

LONG DISTANCE PHONE: CARNEGIE, PA., No. 6.

**DANIEL P. BYRNE & CO.**

Successors to

Redmond Cleary Com. Co.

Established 1854.  
Incorporated 1887.

**GRAIN, HAY AND SEEDS.**

Chamber of Commerce, St. Louis, Mo.

**E. R. Ulrich & Sons,****SHIPPERS OF WESTERN GRAIN,**

Especially High Grade White and Yellow Corn.

Elevators along the lines of the following railroads in Central Illinois: Wabash; Chicago & Alton; I. C.; C. P. & St. L. and Pawnee.

Main Office, 6th Floor, Illinois National Bank Building,

SPRINGFIELD, ILLINOIS.

Write for prices delivered.

No Wheat For Sale.

**L. F. Miller & Sons,**

RECEIVERS AND SHIPPERS OF

**GRAIN, FEED, SEEDS, HAY, ETC.**

OFFICE 2933 N. BROAD ST., PHILADELPHIA, PA.

CONSIGNMENTS SOLICITED.

Special attention given to the handling of Corn and Oats

References: Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.

**GEO. N. REINHARDT & CO.**

MELROSE STATION, NEW YORK CITY.



We sell on Commission and buy direct,

**HAY, GRAIN AND FEED.**

Storage capacity 8,000 bales, 30,000 bushels.  
Let us know what you have to offer.



**COMMISSION CARDS.****Burks Grain & Elevator Co.**

(Successors to C. A. BURKS &amp; CO.),

**RECEIVERS and SHIPPERS,**

Merchants Exchange, Decatur, Ill.

Chamber of Commerce, Detroit, Mich.

**MEMBERS:**Decatur Merchants Exchange.  
Illinois Grain Dealers' Assn.Detroit Board of Trade.  
National Grain Dealers' Assn.**Thos. H. Botts & Co.****FLOUR, GRAIN AND GENERAL  
COMMISSION MERCHANTS....**

214 Spears Wharf,

213 Patterson Street,

Baltimore, Md.

REFERENCES—First National Bank, C. Morton Stewart & Co.  
I. M. Parr & Son, BALTIMORE. Dunlop Mills, Warner, Moore  
& Co., RICHMOND, VA.**MILMINE, BODMAN & CO.,****Commission Merchants.****STOCKS,  
BONDS,****GRAIN,  
PROVISIONS.****Receivers and Shippers.**5 and 7 Board of Trade,  
CHICAGO.401 Produce Exchange  
NEW YORK.**SMITH-GAMBRILL CO.,**

Chamber of Commerce, Baltimore, Md.,

**GRAIN COMMISSION****RECEIVERS AND EXPORTERS.**

RICHARD GAMBRILL, Western Manager, Chicago, Ill.

**F. H. PEAVEY & CO.,**

Minneapolis,

**GRAIN RECEIVERS.**

Consignments Solicited.

Minn

**MILLING WHEAT A SPECIALTY.****JOHN WADE & SONS,****Grain Dealers.**

Members Merchants' Exchange. Warehouse Capacity, 250 Cars

MEMPHIS, TENN.

**DANIEL McCAFFREY'S SONS,****Leading Hay Dealers,**

PITTSBURG, PA.

Consignments solicited. Reference: Duquesne National Bank

ESTABLISHED 1867.

J. F. ZAHM.

F. W. JAEGER.

F. MAYER.

ESTABLISHED 1879.

**J. F. ZAHM & CO.,****GRAIN and SEEDS,  
TOLEDO, OHIO.****MEMBERS:** { Toledo Produce Exchange,  
Chicago Board of Trade,  
New York Produce Exchange.Handling consignments and filling orders for  
futures OUR SPECIALTY.

SEND FOR OUR RED LETTER.

**COMMISSION CARDS.**MEMBER  
Detroit Board of Trade.ESTABLISHED  
1880.**C. E. BURNS,****Grain Buyer and Shipper.**

Specialties

**OATS, RYE AND BEANS.**

Detroit, Mich.

**WARREN & CO.,****...GRAIN...****COMMISSION MERCHANTS,**

Rooms 7 and 9 Chamber of Commerce,

PEORIA, - ILL.

**J. Rosenbaum Grain Co.**

(INCORPORATED)

Rialto Building, Chicago.

**GRAIN BUYERS AND DEALERS.**Excellent facilities for the prompt execution of  
all orders for future delivery.**FRED D. STEVERS & CO.****COMMISSION  
MERCHANTS****GRAIN, SEEDS AND PROVISIONS,**

543 RIALTO BUILDING :: CHICAGO, ILL.

Special Attention Given to Consignments.

**HUTCHINSON & SHAW,****Commission Merchants,**

83 Board of Trade,

W. I. HUTCHINSON,  
H. B. SHAW.

CHICAGO.

**M. M. DAY,**

NOW WITH

**E. W. WAGNER,**Is in a position to serve his patrons to  
best advantage.Consign your grain. Ask us for bids,  
and give us your future trades.

MARKET LETTER ON APPLICATION.

709 Rialto Bldg., Chicago, Ill.

**COMMISSION CARDS.****CHARLES D. SNOW & CO.,****COMMISSION MERCHANTS,**MEMBERS  
CHICAGO BOARD OF TRADE.

228 and 230 Rialto Bldg.

CHICAGO.

Our Special Market Letters and Pocket Manual furnished free  
on application.**Grain Dealers,**

:: :: WE WANT YOUR BUSINESS.

If you appreciate Honest Work, Good Treatment and  
Prompt Returns consign your grain to us.**CALUMET GRAIN & ELEVATOR CO.,**

CHICAGO.

ARTHUR R. SAWERS in charge of receiving business.

CORRESPOND WITH

**GERSTENBERG & CO.,**Grain and  
Seeds.Commission  
Merchants.Barley a  
Specialty.

8-10 PACIFIC AVE., CHICAGO, ILL.

WILLIAM J. POPE, Pres't.

W. N. ECKHARDT, Sec'y.

**POPE & ECKHARDT CO.****COMMISSION MERCHANTS**

Grain, Seeds and Provisions.

317-321 Western Union Building,

CHICAGO.

**ARMOUR GRAIN CO.,**

206 LA SALLE STREET,

CHICAGO.

**GRAIN BUYERS AND DEALERS.****E. W. WAGNER,**

MEMBER CHICAGO BOARD OF TRADE.

PERSONAL ATTENTION GIVEN

**SPECULATIVE ACCOUNTS  
AND CONSIGNMENTS.**Daily market letter mailed free on application.  
Reference: Continental National Bank.

709 Rialto Building, - CHICAGO, ILL.

**VAN NESS & WILSON,****Commission Merchants,**

500 Royal Insurance Building, CHICAGO.

**SOLICIT YOUR ACCOUNT.**Members:  
CHICAGO BOARD OF TRADE.References: CORN EXCHANGE NATIONAL BANK.  
BANK OF MONTREAL.



**COMMISSION CARDS.****WEARE COMMISSION CO.****GRAIN, PROVISIONS,  
STOCKS AND BONDS.**

Private Wires to All Principal Exchanges of the United States.

WE SOLICIT CONSIGNMENTS.

**OLD COLONY BUILDING, : : CHICAGO****W. R. MUMFORD CO.,****Cash and  
Futures.****GRAIN, PROVISIONS, HAY AND MILLSTUFFS,**

MAIN OFFICE: 528-532 Rialto Bldg., CHICAGO.

MINNEAPOLIS, 23 Chamber of Commerce. ST. LOUIS, 60 Laclede Bldg  
MILWAUKEE, 113 Michigan Street. KANSAS CITY, 605-606 Board of Trade

MEMBERS DIFFERENT EXCHANGES.

My  
personal atten-  
tion given to consign-  
ments and orders for futures.

**SAM FINNEY**  
WITH  
**CHURCHILL & CO.**  
COMMISSION MERCHANTS  
in Grain and Provisions.  
715 Board of Trade,  
CHICAGO.

J. H. WARE. E. F. LELAND.

Consign your grain and seeds and send your  
Board of Trade orders to

**WARE & LELAND,**  
200-210 Rialto Bldg., Chicago.

**GRAIN PROVISIONS,  
STOCKS AND COTTON.**

Write for our Daily Market Letter.  
**Your interests are our interests.**  
Special attention given to cash  
grain shipments.

**COMMISSION CARDS.**

ESTABLISHED 1865.

**L. EVERINGHAM & Co.,****Commission Merchants.**

ORDERS AND CONSIGNMENTS SOLICITED.

**GRAIN AND SEEDS OF ALL KINDS**

For Cash and Future Delivery.

Suite 80 Board of Trade, - - CHICAGO, ILL

W. F. JOHNSON.

GEO. A. WEGENER.

**W. F. JOHNSON & CO.,**

GRAIN, SEED AND PROVISION

**Commission Merchants**Orders for future delivery carefully executed.  
Consignments and correspondence solicited.

Room 59, Board of Trade, CHICAGO.

C. H. Matthiessen, President.

S. T. Butler, Vice-President.

Chas. L. Glass, Treas. and Sec'y.

**The Glucose Sugar Refining Company,**

FACTORIES:

GENERAL OFFICES:

Chicago } Ill. Marshalltown } Ia. The Rookery,  
Peoria } Davenport } CHICAGO, ILL.  
Rockford }The world's largest consumers of Corn. Daily consumption  
**100,000 bushels.** We are always in the market for corn, and  
confine our bids to regular grain dealers. Write or wire us when  
you wish to sell.

JOS. P. GRIFFIN, Mgr. Grain Dept.

**W. H. MERRITT & CO.,  
Grain Buyers and Shippers.**

CORRESPONDENCE SOLICITED.

234 La Salle St., CHICAGO, ILL.

**COMMISSION CARDS.**

M. ROSENBAUM, Prest.

E. L. GLASER, Secy.

**ROSENBAUM BROTHERS,**COMMISSION  
MERCHANTS,RECEIVERS  
AND SHIPPERS,**Grain and Seeds,**

Room 77 Board of Trade Bldg.,

CHICAGO.

HENRY HEMMELGARN.

Established 1861.

PHILIP M. SCHIFFLIN

**H. HEMMELGARN & CO.,****COMMISSION MERCHANTS,**

GRAIN, SEEDS AND PROVISIONS,

ROOMS 317, 318 AND 319 RIALTO BUILDING,

Adjoining Board of Trade. CHICAGO, ILL.

Consignments Solicited. Correspondence Invited.

**E. W. BAILEY & CO.,  
Commission Merchants,**GRAIN, SEEDS AND  
PROVISIONS . . . . .

72 Board of Trade,

CHICAGO.

**RUMSEY, LIGHTNER & CO.,  
COMMISSION MERCHANTS**

Grain, Feed, Provisions, Seeds.

Main Office: 226 LaSalle St.,

CHICAGO.

Branch Offices:  
MINNEAPOLIS,  
MILWAUKEE,  
PEORIA.

Make all drafts on Main Office.

MINNEAPOLIS.

ST. LOUIS.

MILWAUKEE.

**L.H. Hanson & Co.**  
**GRAIN & PROVISIONS**

LONG DISTANCE TEL. 54-55-56 BOARD OF TRADE  
HARRISON 1925 CHICAGO

Consignments and future orders intrusted to us will receive the best attention.

**H. M. PAYNTER,**

In charge of cash grain department.

**MEMBERS CHICAGO BOARD OF TRADE.**

Write for my Daily Market Letter

Orders for Future Delivery Executed on Margins

**GEO. H. PHILLIPS**

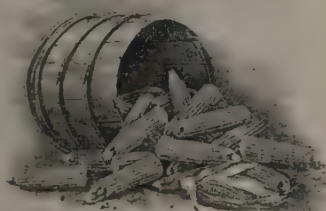
COMMISSION MERCHANT

**Grain, Provisions, Hay and Seeds**

231-235 RIALTO BUILDING, CHICAGO.

EDWARD G. HEEMAN  
MANAGER CASH GRAIN DEPARTMENT

CONSIGNMENTS SOLICITED



TRADE MARK.



Fig. I.

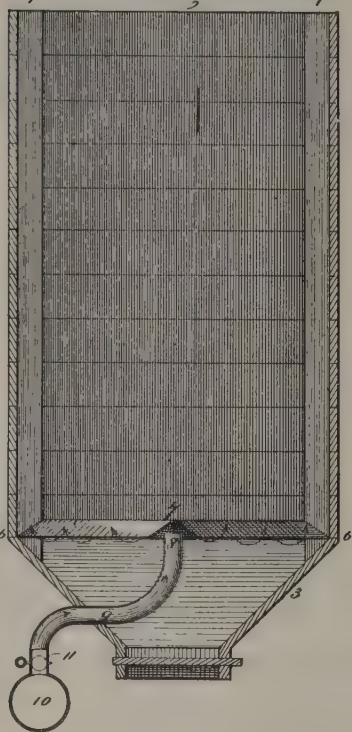
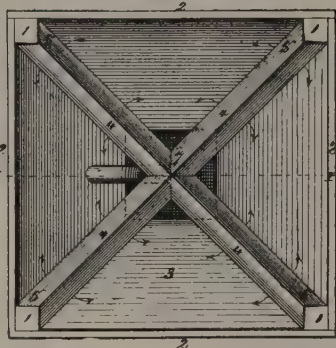


Fig. II.



The only device in existence that will insure the absolutely safe storage of grain without handling, and treat "out-of-condition" grain with greatest profit.

FOR PARTICULARS WRITE

## The Morton Grain Ventilator,

203-205 Wainwright Bldg.

ST. LOUIS, MO.

## The Wizard Dustless Mill and Elevator Separator.



An honestly made machine.

A thorough cleaner, and cannot be excelled for reliable work.

Send for our catalog showing "Wizard" Purifiers and Separators, Scalpers and Graders, Grain Cleaners and Bean and Middlings Finishers.

## DAVIDSON-MARTIN MFG. CO.,

PORT HURON, MICH.

## LET'S PUT OUR HEADS TOGETHER

ON THE SUBJECT OF MILLING MACHINERY.

You are in business to make money—so are we.  
It is our business to make machinery that will help you to make money.  
Only by building money-making machinery can we hope to succeed.  
This principle is well illustrated in our three special machines for the elevator and grain trade:

**THE IMPERIAL CYRATORY RECEIVING SEPARATOR.  
THE BISON HORIZONTAL CORN AND COB CRUSHER.  
THE COLUMBIAN CORN AND FEED MILL.**

Each machine is the best in its class. The product of practical experience. The ideal culmination of a demand for the biggest money-maker that could be produced. Descriptive circulars of all of these machines should be in your hands. Ask us to send them.

**The Wolf Company, Chambersburg, Pa.**



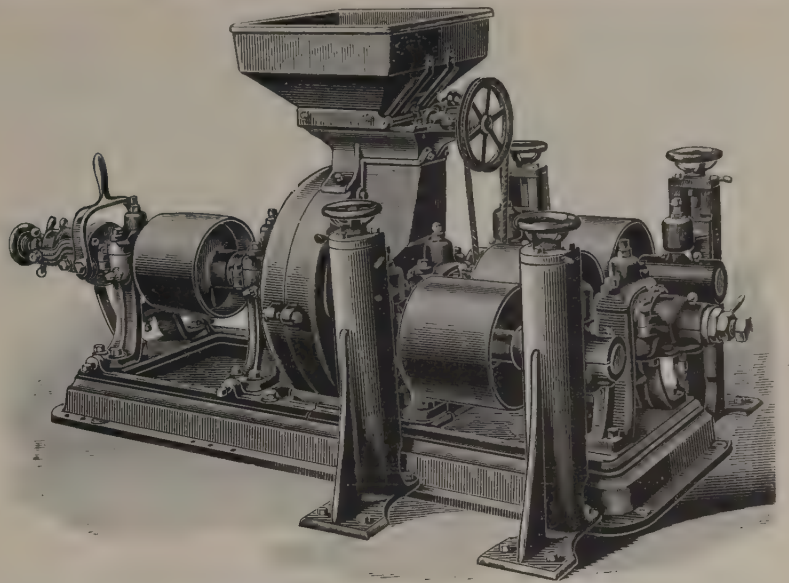
# THE MONARCH ATTRITION MILL

Let us send you samples of work done on this mill ;  
also full description of its many superior features.

## SPROUT, WALDRON & CO.

Manufacturers of French Burr Mills, Corn Ear Crushers, Shellers, Etc.

P. O. BOX 0, MUNCY, PA.



## J. B. DUTTON'S Patent Automatic Grain Scale.

FOR USE IN

ELEVATORS, DISTILLERIES, MALT HOUSES, FLOUR MILLS, ETC.

ACCURATE AND RELIABLE AT ALL TIMES. SCALES SENT ON 30 DAYS' TRIAL.  
SEND FOR CIRCULAR AND PRICE LIST.

Address

**J. B. DUTTON, 1026 and 1028 Scotten Ave., DETROIT MICH.**

## Grain Dealers' and Shippers' Gazetteer.

PRICE  
REDUCED  
FROM  
\$2 TO \$1.

CONTAINS freight agents' official list of flouring mills, elevators, grain dealers, shippers and commission merchants, located on all the principal railroads in the United States and Canada. Also contains the grading and inspection rules of leading markets. This is the handiest and most complete list of the kind published. If you do business in this line, you can scarcely afford to be without it. This 1899-1900 edition contains over 200 large pages, in a durable cloth binding. Sent postpaid on receipt of \$1.00.

MITCHELL BROS. CO., 315 DEARBORN ST., CHICAGO.




**OUR PRICES ON**

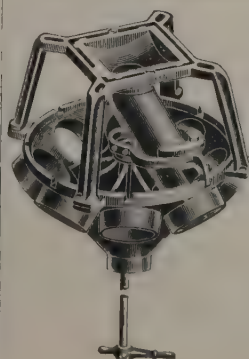
Seamless Cotton Grain Bags--Jute Grain Bags--New and Second Hand Feed Bags --are right and you should write for them.

We print in colors on new bags.

**MILWAUKEE BAG CO., Milwaukee.**

BUY  
MILWAUKEE  
BAGS

BUY  
MILWAUKEE  
BAGS



## THE BUSY SEASON

of elevator building and repairing will soon be here and REPAIRS are big items in maintenance of machinery, and shrewd purchasers estimate and calculate them closely.

ECONOMY OF SPACE is an important feature as well.

If you want a SIMPLE, ECONOMICAL, EFFICIENT and DURABLE grain distributor to place in your new elevator, or old one as repaired, investigate the merits of the improved

**Hall Automatic Overflow  
Signalling Grain Distributor**

Sent to responsible parties on trial.  
Send for booklet and particulars to

**HALL DISTRIBUTOR CO.,**

First National Bank Building,

OMAHA, NEB.



NEW STEEL FIREPROOF ELEVATOR AT BUFFALO, N. Y.  
MACDONALD'S PATENT STORAGE BINS



# Macdonald Engineering Co.,

Engineers and Contractors,

BUILDERS OF

## GRAIN ELEVATORS

*In wood, steel or combination materials.  
Any capacity from 5,000 bushels up.*

1454-55-56-57 Monadnock Bldg., CHICAGO, ILL.

Plans, Specifications  
and Estimates Fur-  
nished on short notice  
for Complete POWER  
PLANTS OF ALL  
DESCRIPTIONS

Write for Prices on  
Grain Elevator Ma-  
chinery and Supplies.

### Fred Grotenrath.

III WEST WATER STREET,

Designer and Builder  
of Grain Elevators. MILWAUKEE, WIS.

J. E. BOTSFORD, PRESIDENT.

F. D. JENKS, SEC'Y & TREAS.

### The Botsford-Jenks Co.

DESIGNERS AND BUILDERS.

GRAIN ELEVATORS,  
STEEL CONSTRUCTION,  
CONCRETE WORK.

PORT HURON, MICH.

UP-TO-DATE COUNTRY ELEVATORS.

TRANSFER AND CLEANING HOUSES.

Long Distance  
Phone  
Main 1466.

**L. O. HICKOK,**  
**Grain Elevator Builder,**

517  
Guaranty Loan  
Building.

MINNEAPOLIS, MINN.

OVER THIRTY YEARS' EXPERIENCE.

CORRESPONDENCE SOLICITED.

## **G. M. SLOAN,** **GRAIN ELEVATOR CONTRACTOR.**

*Plans and Specifications on Short Notice.*

*Grain Handling Machinery. . .*

1571 West Polk Street,

CHICAGO, ILL.

## YOUNGLOVE & BOGGESS CO.,

MASON CITY, IOWA,

Contractors, Designers and Builders of Grain Elevators.

Write us for ideas and estimates.

Manufacturers' Agents and Jobbers of Elevator and Power Transmission  
Machinery and Supplies.

# STEEL STORAGE & ELEVATOR CONS. CO.

FIRST IN THE FIELD,  
ALWAYS IN THE LEAD.

WE DESIGN AND BUILD COMPLETE

## **FIREPROOF STEEL ELEVATORS**

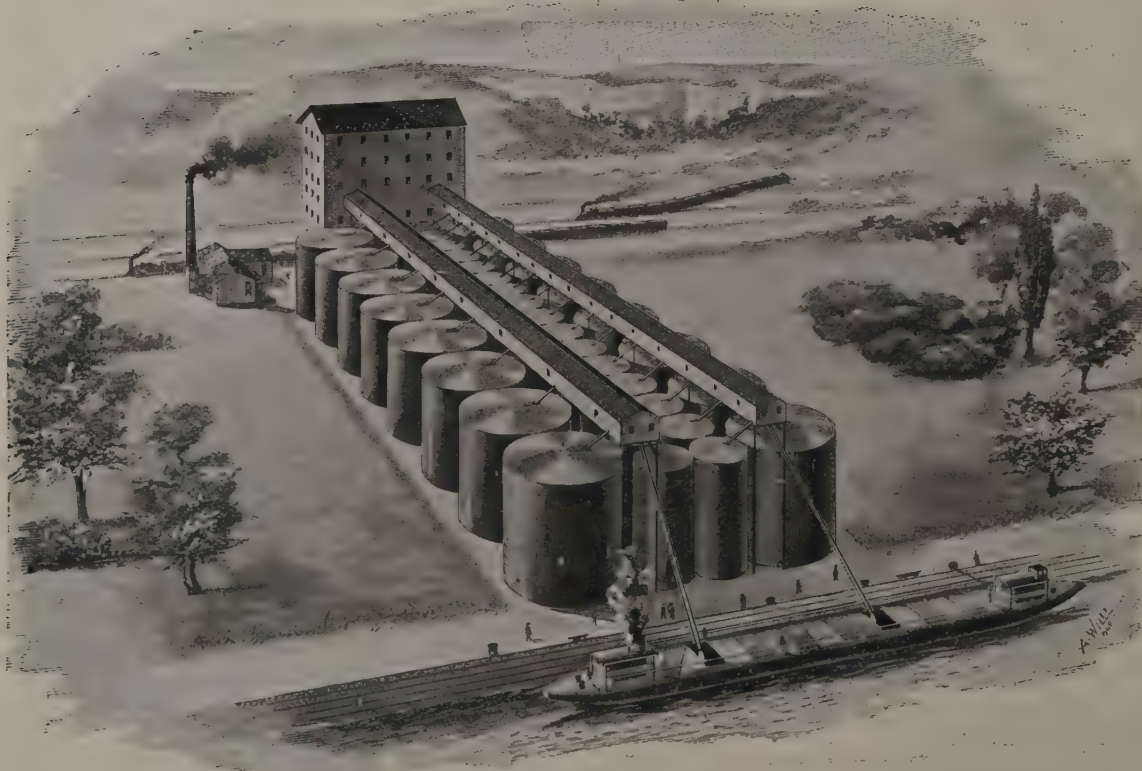
TO MEET ALL REQUIREMENTS.

— — —  
INVESTIGATE OUR

**PNEUMATIC CONVEYING  
SYSTEM.**

— — —  
GENERAL OFFICES:

302-308 GUARANTY BUILDING,  
BUFFALO, N. Y., U. S. A.



CANADIAN PACIFIC RAILWAY CO.'S STEEL ELEVATOR, FORT WILLIAM, CANADA, 1,500,000 BUSHELS.



# GEO. M. MOULTON & CO.,

FISHER BUILDING, CHICAGO,

SUCCESSORS TO J. T. MOULTON & SON,

THE PIONEERS IN

## GRAIN ELEVATOR CONSTRUCTION.

Architects and  
Builders of  
Frame and Steel  
Grain Elevators.

## THE BARNETT & RECORD COMPANY

DESIGNERS AND BUILDERS OF

Grain Elevators, Mills, Breweries and Malt Houses.

STEEL ELEVATORS A SPECIALTY.

We also contract to build complete all kinds of heavy structures, such as Docks, Packing Houses, Public Buildings, Stock Yards, Etc., Etc.



**A Few Elevators Built by Us.** Bu. capacity.  
Portland El. Co., Portland, Me. .... 1,000,000  
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W. W. Cargill, Green Bay, Wis. .... 500,000  
Vigo Elevator Terre Haute, Ill. .... 500,000  
Belt Line Elevator Co., Superior, Wis. .... 2,500,000  
Superior Terminal El. Co., Superior, Wis. .... 2,500,000  
F. H. Peavey & Co., Minneapolis No. 1. .... 1,750,000  
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Atlantic Elevator Co., Minneapolis. .... 600,000  
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THE BARNETT & RECORD CO. has designed and built more than one thousand elevators with capacities varying from 20,000 to 2,500,000 bushels. Also a large number of docks, mills court houses, packing houses, hotels, the Cozad Irrigation canal and other like improvements. As a result of this large experience, it has a thorough, first-class organization and equipment, enabling it to submit bids or execute work in the shortest time consistent with thoroughness

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ENGINEERS AND BUILDERS OF STRUCTURAL STEEL WORK.

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Have proven superior to all others built last season. They contain more new features than any others now being built. Write us for special design.

G. T. BURRELL & CO.,  
1440 Monadnock Building,  
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## RECORD FOR YEAR 1900 IN ELEVATOR BUILDING.

THE FOLLOWING COMPRISES PARTIAL LIST OF ELEVATORS  
BUILT DURING 1900 BY

## G. T. HONSTAIN,

SUCCESSOR TO HONSTAIN BROS.,  
313 Third Street South, MINNEAPOLIS, MINN.

|   | Bushels. |
|---|----------|
| EAGLE ROLLER MILL CO., New Ulm, Minn. ....        | 200,000  |
| EXCHANGE ELEVATOR CO., St. Louis Park, Minn. .... | 150,000  |
| MINNESOTA ELEVATOR CO., Wilno, Minn. ....         | 25,000   |
| MINNESOTA ELEVATOR CO., Hendricks, Minn. ....     | 25,000   |
| MINNESOTA ELEVATOR CO., Astoria, S. D. ....       | 25,000   |
| EXCHANGE ELEVATOR CO., Bird Island, Minn. ....    | 20,000   |
| SPALDING BROS., Wanda, Minn. ....                 | 25,000   |
| K. KREUGER, West Brook, Minn. ....                | 25,000   |
| CROWN ELEVATOR CO., Batavia, Minn. ....           | 25,000   |
| CROWN ELEVATOR CO., Hickson, N. D. ....           | 25,000   |
| CROWN ELEVATOR CO., Selby, S. D. ....             | 25,000   |
| SLEEPY EYE MILLING CO., Arcola, Minn. ....        | 20,000   |
| SLEEPY EYE MILLING CO., Wilno, Minn. ....         | 20,000   |
| SLEEPY EYE MILLING CO., Hendricks, Minn. ....     | 20,000   |
| SLEEPY EYE MILLING CO., Astoria, S. D. ....       | 20,000   |
| SLEEPY EYE MILLING CO., Morgan, Minn. ....        | 20,000   |
| JENNISON BROS. & CO., Arcola, Minn. ....          | 20,000   |
| JENNISON BROS. & CO., Hendricks, Minn. ....       | 20,000   |
| SPRINGFIELD ROLLER MILL CO., Wilno, Minn. ....    | 20,000   |
| DAVENPORT ELEVATOR CO., Casey, Ia. ....           | 20,000   |
| MINNESOTA ELEVATOR CO., Triumph, Minn. ....       | 15,000   |

ESTIMATES FURNISHED ON APPLICATION FOR TRANSFER, MIXING  
AND STORAGE ELEVATORS.

## JOHN S. METCALF CO., Engineers—Grain Elevator Builders.

WE MAKE A SPECIALTY OF FURNISHING PLANS AND SPECIFICATIONS.

802, 804, The Temple, - Chicago, Ill.

A partial list of elevators which have been designed and constructed by us and under our supervision:

|  | Bushels.  |
|--|-----------|
| MANCHESTER SHIP CANAL CO.'S ELEVATOR, Manchester, Eng-land. ....       | 1,500,000 |
| GRAND TRUNK ELEVATOR No. 3, Portland, Me. ....                         | 1,500,000 |
| GRAND TRUNK ELEVATOR No. 1, Portland, Me. ....                         | 1,000,000 |
| NORTHERN GRAIN CO., Manitowoc, Wis. ....                               | 1,400,000 |
| BURLINGTON ELEVATOR, St. Louis, Mo. ....                               | 1,300,000 |
| UNION ELEVATOR, East St. Louis, Ill. ....                              | 1,100,000 |
| EXPORT ELEVATOR, Buffalo, N. Y. ....                                   | 1,000,000 |
| J. R. BOOTH ELEVATOR, Parry Sound, Canada. ....                        | 1,000,000 |
| CHESAPEAKE & OHIO RAILWAY ELEVATOR, Newport News, Va. ....             | 1,000,000 |
| CLEVELAND ELEVATOR CO.'S ELEVATOR, Cleveland, Ohio. ....               | 500,000   |
| BURLINGTON ELEVATOR, Peoria, Ill. ....                                 | 500,000   |
| CANADA ATLANTIC RAILWAY ELEVATOR, Coteau Landing, Quebec. ....         | 500,000   |
| HALLIDAY ELEVATOR CO.'S ELEVATOR, Cairo, Ill. ....                     | 500,000   |
| CLEVELAND GRAIN CO.'S ELEVATOR, Sheldon, Ill. ....                     | 400,000   |
| PERE MARQUETTE RAILROAD CO.'S TRANSFER ELEVATOR, Ludington, Mich. .... | 150,000   |
| GRAND TRUNK TRANSFER & CLIPPING ELEVATOR, Chicago, Ill. ....           | 100,000   |
| ERIE RAILROAD TRANSFER & CLIPPING ELEVATOR, Chicago, Ill. ....         | 100,000   |
| GOEMANN GRAIN CO.'S TRANSFER ELEVATOR, Mansfield, Ohio. ....           | 100,000   |

C. E. FLORA.

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## RELiance MFG. CO.,

MANUFACTURERS OF THE RELIANCE GRAIN CLEANERS.

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Complete Equipments for Elevators and Mills,

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& Specialty. 541 ROOKERY BUILDING, CHICAGO.

## The Seckner Company,

GENERAL  
CONTRACTORS OF **Grain Elevators,** 801, 115 DEARBORN ST.  
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# Elevator or Mill Supplies....

Cleaning Machines,  
Feed Mills,  
Corn Shellers,  
Engines and Boilers,  
Gasoline Engines,  
Horse Powers,

WRITE TO

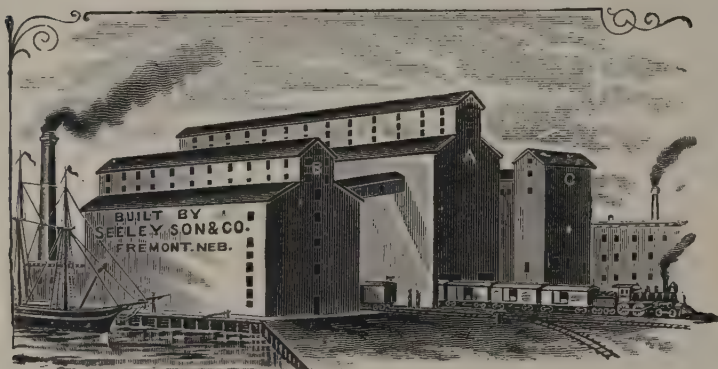
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**ONE** Dixon's Silica Graphite Paint **FOUR**  
**GRADE.** Perfectly Protects Metal Work of Grain Elevators **COLORS.**  
from Corrosion for Years.

Write us for Information as to its Covering Capacity, Appearance and Durability on Elevator  
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Co., Jersey City, N. J., and Interior Elevator Co., Minneapolis, Minn.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J., U. S. A.

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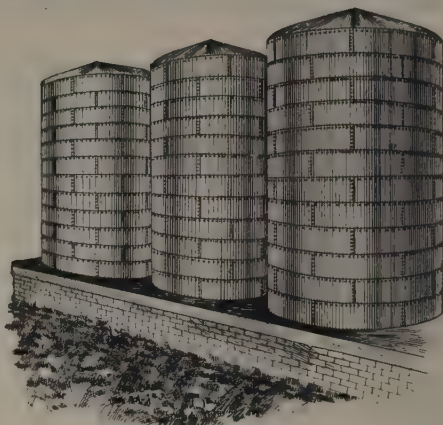
EAST CHICAGO,  
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Iron and Steel

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Storage Tanks.

BOILERS AND STACKS,

STANDPIPES  
and CAR TANKS.



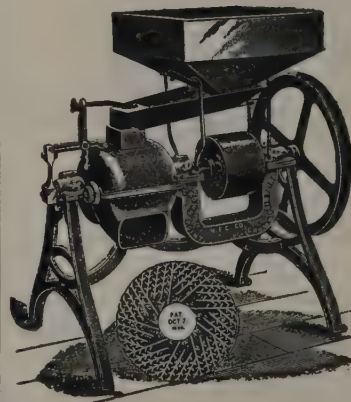
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Will RECEIVE, DRY, CLEAN and SELL

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For Fine Grinding and Easy Running.

They are all equipped with our Patent Self-Sharpening Burrs, which were awarded First Prize and Medal at the World's Columbian Exposition.

Do not dull when running together.

Grinds OATS perfectly fine and all grain, damp and dry.

No heating of grain; no lost motion.

You cannot afford to be without one.

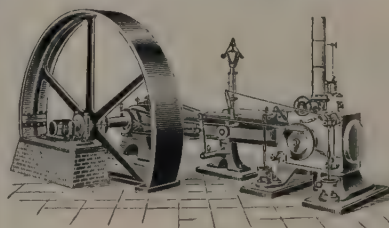
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## A CORLISS ENGINE AND HIGH PRESSURE BOILERS

WILL SAVE YOU HALF  
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# DAMP WHEAT

IS DRIED AND MADE  
MERCHANTABLE IN THE

## HESS PNEUMATIC GRAIN DRIER

Cheaper and faster than  
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IT DRIES OTHER GRAINS JUST AS WELL.

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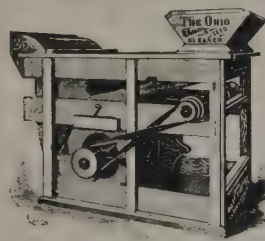
Its first cost and cost of operation is 50  
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Perfect work guaranteed.  
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Will clean any  
Seed or Grain  
that grows.

Larger  
Capacity.  
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other Cleaner  
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Famous  
Train  
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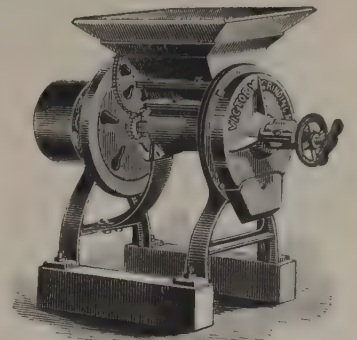
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with less power than other mills. Are built  
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It is just as essential as grading, cleaning and clipping.

Our process improves all kinds of grain by removing all impurities, such as  
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DEALERS IN

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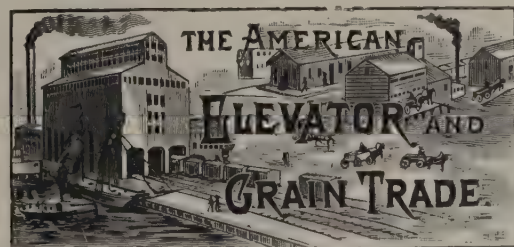
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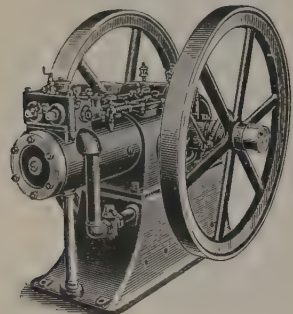
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**\$2.50 pays for both papers to one address for one year.**

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**Simplicity,  
Economy  
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SIZES FROM 4 to 50 HORSE POWER

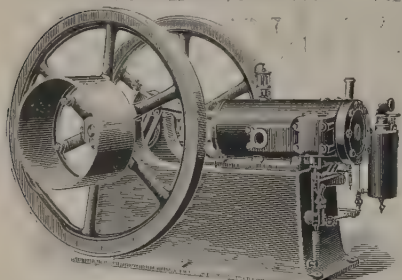
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## LEWIS GAS ENGINE.

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EASY TO START. ALWAYS RELIABLE.

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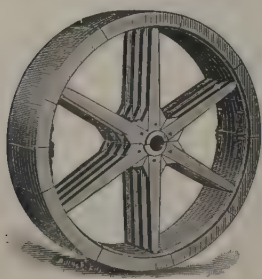
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Passing through the beautiful mountain region in the daytime and arriving at St. Augustine in the morning. Dining and observation cars.

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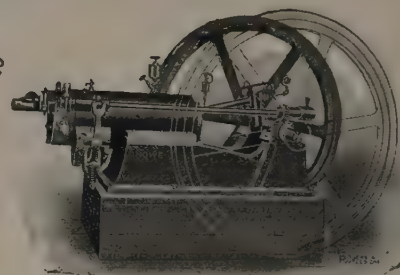
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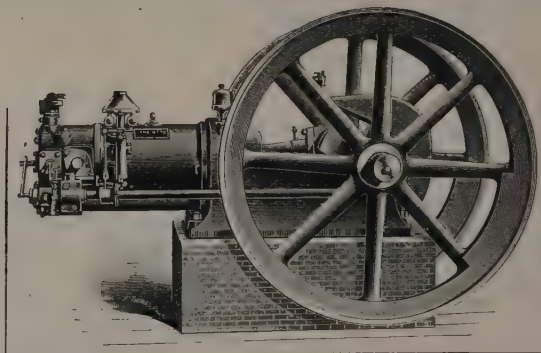
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**Simplicity, Durability, Economy,  
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It always pays to buy the best, the simplest and the one that costs the least to operate and keep in repair.

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Flexible Spouts, Any Size or Length.

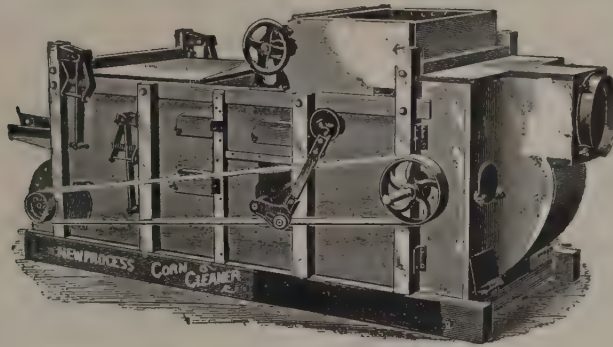


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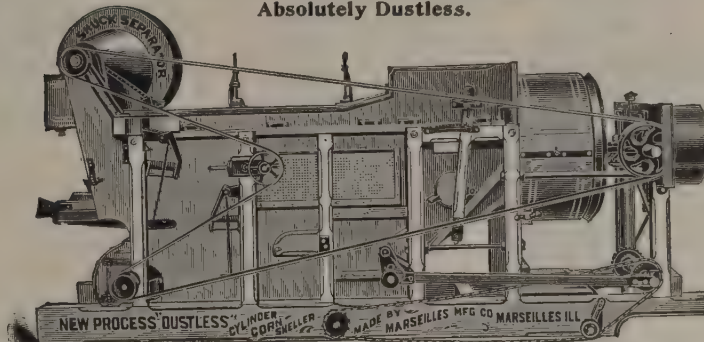
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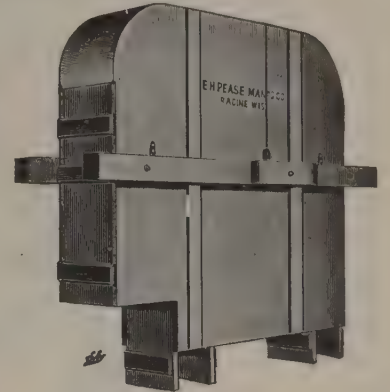
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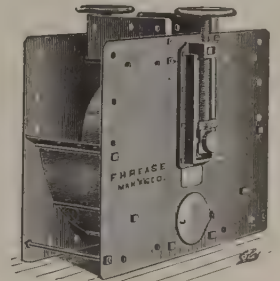
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New Process Corn Shellers and Cleaners, furnished either as  
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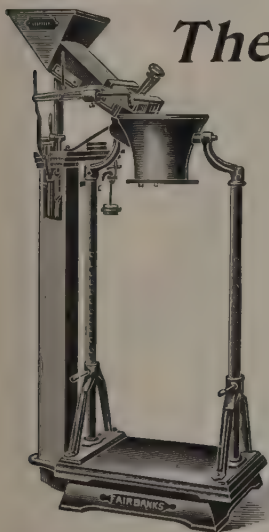


Elevator Heads,  
Mechanically Perfect.



Elevator Boots, All Styles,  
Wood, Steel or Cast Iron.

**MARSEILLES MANUFACTURING CO.,**  
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## The Bosworth... Automatic Weighing Scale

FOR WEIGHING AND BAGGING  
ALL KINDS OF GRAIN.

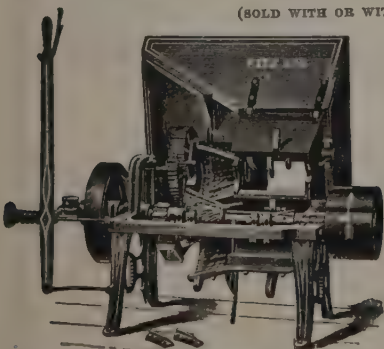
Rapid work. Saves time.  
Accurate weight. Best investment that can be made.

Write for Circular and Prices.

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## The Best All-Around Feed Mill

(SOLD WITH OR WITHOUT SACKING ATTACHMENT.)



For *crushing ear corn*, with or without  
shuck, and *grinding* all kinds of *small  
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running* and ahead of rolls or stones in  
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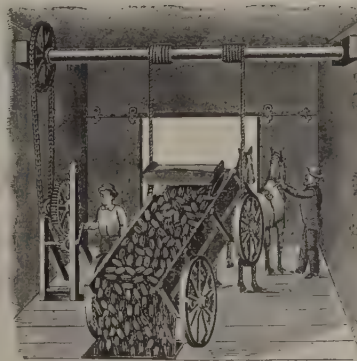
*Light crops incite feeders to econ-  
omize. Ground feed is the economical  
feed.*

Our catalogue sent for the asking.

**The N. P. Bowsher Co.,** South Bend, Ind.

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### Automatic Warehouse and Elevator Machinery.



I have given the building of Warehouse and  
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the past thirty years and claim to furnish the  
most complete, convenient and labor saving  
machinery that can be constructed, and will  
furnish plans and specifications on application  
for a complete automatic warehouse.

The accompanying cut is an exact representa-  
tion of my

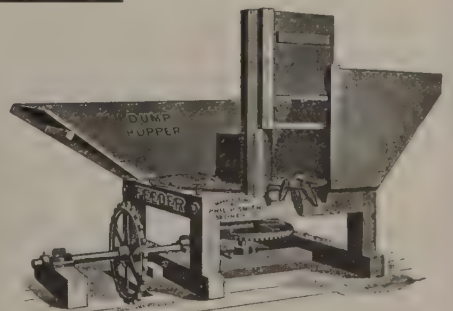
### Latest Improved Overhead Dump

Which can be operated with ease, safety and  
speed, and we think that you will find that this  
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out an objectionable point, and is within the  
reach of all grain men. This dump can be  
placed on a level floor, and is so constructed by  
a double gear that it can be operated by a boy

THE MARQUIS PATENT

### Ear Corn Elevator and Sheller Feeder.

Feeder will feed corn from the dump  
to the elevator or sheller with or without  
drag belt. Will feed 100 to 1,500 bushels  
per hour without any attention. Can  
be regulated to the capacity of the sheller  
or elevator while in operation. Can be  
made to feed either sheller or elevator  
by changing reverse board. It is made  
of iron and is very durable. It will last  
a lifetime. Can be applied to dump now  
in use at very little expense. We have  
over 5,000 of these machines in use that  
are giving universal satisfaction.  
Prices furnished on application.



Agents Wanted to Sell Our Full Line of Corn  
and Elevator Machinery.

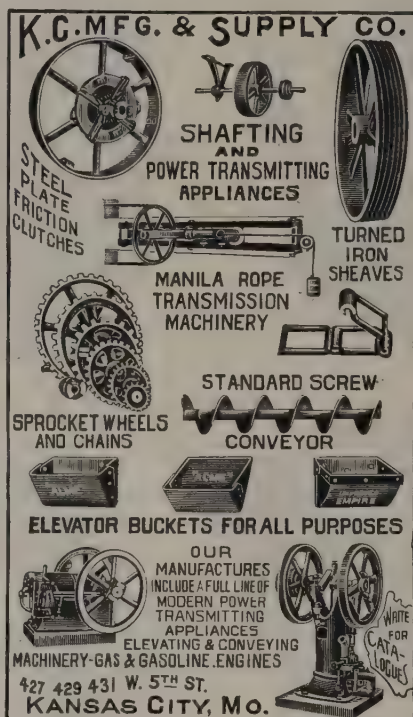
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**K. C. MFG. & SUPPLY CO.,**

Complete Grain Elevator Equipments Carried in Stock.

EXCLUSIVE  
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FOR  
WEBSTER  
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EXCLUSIVE  
AGENTS FOR  
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Steam Engines  
and Boilers.  
Also Union  
Steam Pumps  
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Spiral Conveyor,  
Pulleys,  
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Collars.  
Sprocket Wheels,  
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Elevator Boots,  
Elevator Buckets,

Flexible Spouts,  
Turn Heads,  
Wagon, Hopper and  
Dump Scales,  
Rubber and Cotton Belting.

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**Dodge Manufacturing Co.**

ENGINEERS, FOUNDERS, MACHINISTS,

Main Office and Works, **Mishawaka, Ind., U. S. A.**Branches: CHICAGO, BOSTON, NEW YORK, CINCINNATI, ATLANTA, GA.,  
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MANUFACTURE A COMPLETE LINE OF

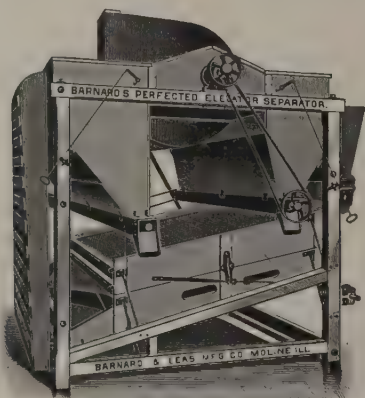
**GRAIN ELEVATOR  
MACHINERY**

Embracing latest types of Grain Trippers, Power Shovels, Car Pullers, Belt Conveyors, Marine Legs Spouting, Etc.; Self-oiling and Dustproof Bearings, also Dodge American System Manila Rope Transmission.

The following Grain Elevators, under construction or in operation, are among those recently equipped:

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| D. H. Stuhr Grain Co., Hammond, Ind.,          | - " 600,000 "             |
| Electric Steel Elevator, Buffalo,              | - " 1,200,000 "           |
| McReynolds & Co., Hammond, Ind.,               | - " 2,000,000 "           |
| Calumet Elevator Co., South Chicago, Ill.,     | - " 1,200,000 "           |
| Rosenbaum Bros., South Chicago, Ill.,          | - " 1,000,000 "           |
| Peavey Grain Co., South Chicago, Ill.,         | - " 1,500,000 "           |
| Chicago-O'Neil Grain Co., South Chicago, Ill., | - " 750,000 " etc., etc.  |

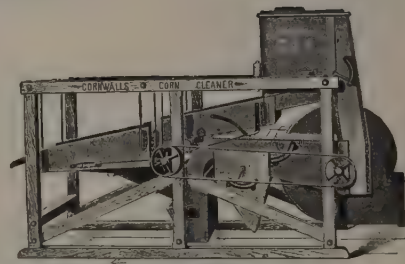
Have the Largest Factory in the World Exclusively Devoted to the Manufacture of Power Transmitting Machinery. CATALOGUE UPON APPLICATION.

**ELEVATOR MACHINERY AND SUPPLIES.****With Barnard's  
Perfected Separator**

You save your screenings for feed and thus increase your profits. The settling chambers on this machine catch and save everything drawn out of the wheat.

**The Cornwall Corn Cleaner**

Has no equal for separating cobs from shelled corn, and cleaning the corn for market. It never clogs, saves the screenings for feed, is dustless, light running and durable.



We also make the Victor Corn Sheller, Willford's Light-Running Three-Roller Feed Mill, Barnard's Two and Three Pair-High Feed Mills, and a complete line of Scourers, Oat Clippers, Etc.

WE MAKE OR SUPPLY

Elevator Heads, Elevator Boots, either wood or cast iron,  
Distributing Spouts, Turn Heads,  
Indicators, Flexible Spouts for  
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Belting—Chain, Leather, Cotton, Rubber,  
Everything Needed in the Elevator Line.

**BARNARD & LEAS MFG. CO.**

Builders of Elevators and  
Elevator Machinery....

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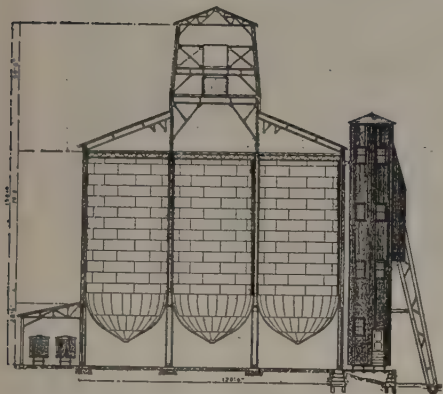
# Riter-Conley Mfg. Co.,

MANUFACTURERS, ENGINEERS, CONTRACTORS.

## Grain Elevators of Steel,

ALSO

## Gas Holders with Steel Tanks.



Cross section of Great Northern Elevator furnished by us at Buffalo, N. Y. Three million bushels' capacity. Steel throughout.

Water and Oil Tanks,  
Steel Buildings,  
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Every Description,

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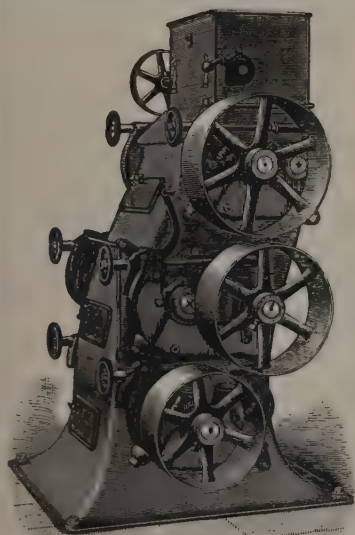
THIS is naturally the time of year when the question of improvements, extensions and alterations in your plant is being considered. Our business is that of manufacturing a line of machinery specially adapted for modern grain elevator equipment. With a modern plant of our own, equipped with the most improved machinery, and with a full experience we feel competent to serve you. Our general catalog will be forwarded on request.

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3-PAIR-HIGH, SIX-ROLLER MILL.

## CUSTOM WORK!

UTILIZE YOUR POWER  
BY OPERATING A GOOD MILL FOR GRINDING

**...FEED AND MEAL...**  
— IT PAYS —

WE MANUFACTURE

THREE-ROLL, TWO-BREAK MILLS, 2 Sizes.

THREE-PAIR HIGH, SIX-ROLLER MILLS, 4 Sizes.

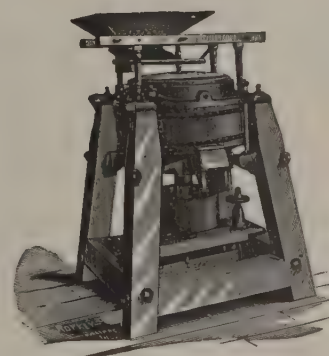
TWO-PAIR HIGH, FOUR-ROLLER MILLS, 5 Sizes,

...And...

PORTABLE FRENCH BUHR MILLS,

85 Sizes and Styles.

SEND FOR BOOK ON MILLS.



VERTICAL  
UNDER RUNNERS,  
UPPER RUNNERS,  
PULLEY AND GEAR DRIVES.

## ELEVATOR SUPPLIES AND POWER CONNECTIONS.

ROPE DRIVES, GEARING, CORN SHELLERS and CLEANERS, GRAIN CLEANERS.

## DUST COLLECTORS (Tubular, Automatic).

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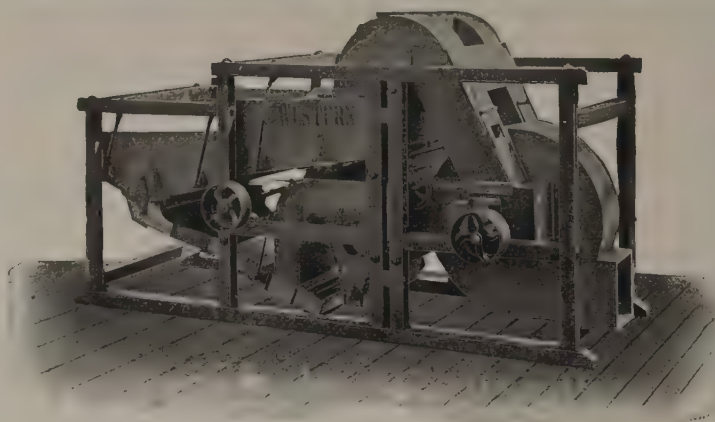
We manufacture Elevator Cups for all purposes, and make a greater number of sizes than found in any standard list. Our Cups have greater capacity, than others of same rated size; for instance, our 3½x3 inch, list price 9c., has as much capacity as others 3½x3½ inch, list price 10c. Our prices are right

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**NORDYKE & MARMON CO., INDIANAPOLIS, INDIANA, U. S. A.**

FLOURING MILL ENGINEERS, IRON FOUNDERS AND MACHINISTS. ESTABLISHED 1851.





Side View.

## UNION IRON WORKS, DECATUR, ILL.,

SOLE MANUFACTURERS.

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## The "Western" Shaker Cleaner

Separates CORN from COBS and Cleans WHEAT and OATS  
THOROUGHLY without changing screens.

Adjustable Screen.

Perfect

Separations.

Perfect Cleaning.

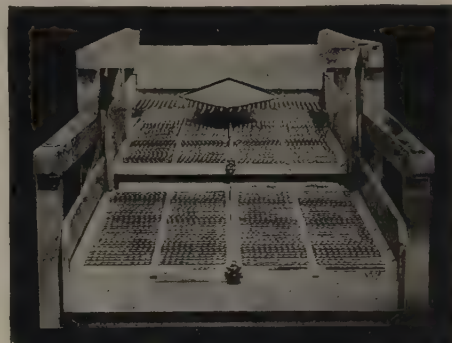
Duplex Shake.

Strong, Light,

Durable,

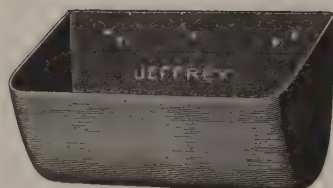
Compact and

Quiet.



End View.

## JEFFREY ELEVATING CONVEYING MACHINERY



Standard Elevator Buckets,  
For light and medium work in general.

OUR specialties include Chains—all styles;  
Sprocket Wheels, Elevator Buckets,  
Elevator Boots, Elevator Bolts, Cable Con-  
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MILL AND ELEVATOR SUPPLIES.

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AND CONTENTS

Is furnished at cost by the

MILLERS' NATIONAL INSURANCE CO.,  
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It is a Mutual Company which insures  
more mills and grain elevators than any  
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It has been in business 26 years and its  
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The same conservative management  
which has directed the Company's affairs  
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Before placing your insurance, write to  
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property on the mutual plan. If your risk  
is up to the required standard you cannot  
afford to insure in any other company.

W. L. BARNUM, SECY.

## A Good Feed Mill

Is a paying investment.

Put one in your elevator and it will  
more than pay all your running expenses.  
It will be an accommodation to the farmers

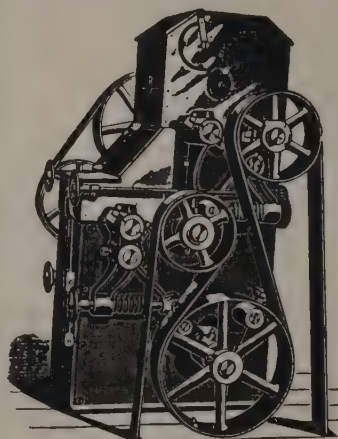
AND WILL INCREASE  
YOUR TRADE.

WRITE FOR CATALOGUE OF THE  
BEST FEED MILL ON EARTH.

Northwestern Agents for the Hyatt Roller Bearing.  
Write us; we can interest you.

Strong & Northway Mfg. Co.,  
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PLEASE MENTION THIS PAPER.



## WHY NOT USE THE ORIGINAL CUTLER STEAM DRYER,



Which is also a successful

Wheat Heater or Temperer  
or Dryer for Washed  
Wheat or Bran.

It leaves the Wheat in Perfect Condition for the Rolls. Will also dry  
Malster's, Brewer's and Distiller's Wet Grain.

Not an Experiment. In successful use 25 years drying

CORN MEAL AND HOMINY,

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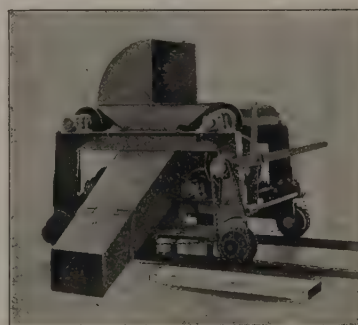
ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE AND CLAY AND ORE OF ALL KINDS!

Automatic in operation, requiring no attention. Double  
the capacity of any other Dryer sold for same price.

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LINK-BELT ENGINEERING CO., PHILADELPHIA AND NEW YORK.

## Grain Elevator Machinery

INCLUDING

BELT TRIPPERS,  
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SPOUTS, BUCKETS, BOOTS,  
MACHINE MOLDED ROPE  
SHEAVES,  
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SHAFT BEARINGS, GEARING,  
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Steam Engines  
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Mill Gearings  
and Machinery  
of all kinds,  
Foundry and  
Machine Work.



McGrath's  
Champion Iron  
Corn Shellers  
for  
Warehouses,  
McGrath's  
Grain Dumps.



# The "Eureka" Two-Fan, Two-Shoe, Counter-Balanced Elevator Separator

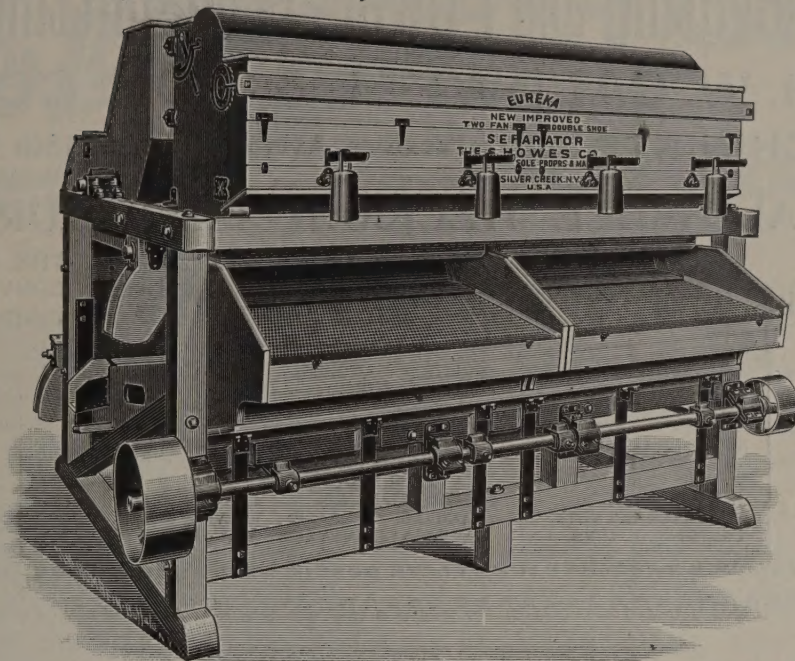
Needs No Bracing.

Runs Perfectly Smooth  
Without Any Vibration  
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Has Large Sieve Surface  
Strong Air Separations.

Strongly and Compactly  
Built.

High Grade in Every  
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Separates More Foreign  
Matter Than Any  
Other Machine.

Smooth Driving Action.

Gives Better and More  
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aration.

Air Separations Perfect.

Light Oats and Grain  
Delivered Clean and  
Separate From  
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WRITE FOR OUR NEW ILLUSTRATED CATALOGUE, FREE.

## THE S. HOWES COMPANY,

"EUREKA" WORKS.

ESTABLISHED 1856.

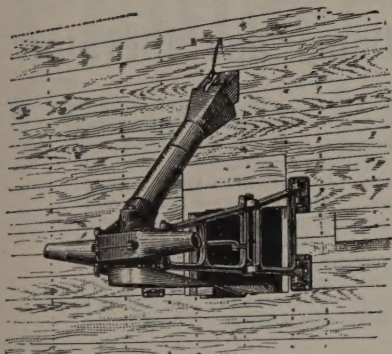
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Duplicate parts of all "Eureka" machines built, from the time of Howes, Babcock & Co. in 1856, until the present.

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## The New Century Car Loader



Loads both ends of a car at the  
same time.

Loads any size car from end to  
end and full to roof, without the  
aid of hand labor.

Nothing to get out of order and  
cause trouble.

Guaranteed to load shelled corn,  
wheat, oats or rye from 2,500 to  
3,000 bushels per hour, with but very  
little power required to operate.

Will not crack or grind the grain.

Sold subject to 30 days' trial.  
Write for Catalogue giving full particulars.

The Ideal Car Loader Co., Allenville, Ill.

CLAUDE D. STEPHENS

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## STEPHENS & TYLER,

Manufacturers, Jobbers and Designers of

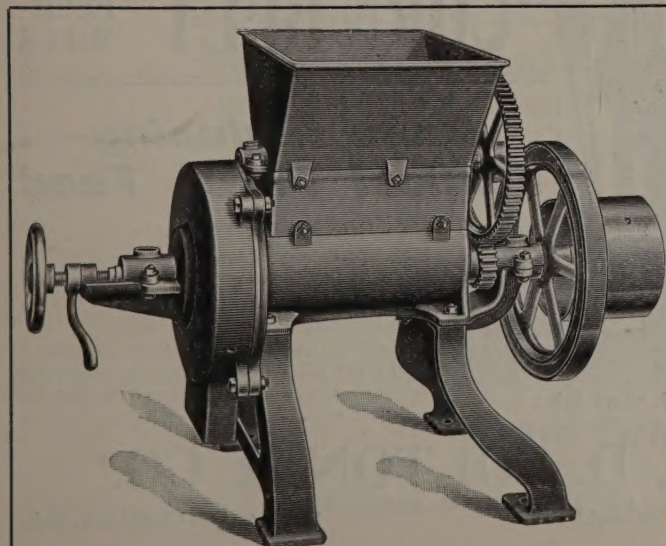
### ....MACHINERY....

ENGINEERS AND CONTRACTORS

GRAIN ELEVATORS, FLOUR MILLS, MALT HOUSES,  
STARCH FACTORIES, OIL MILLS.

POWER PLANTS, POWER TRANSMISSIONS, ELEVATING AND CONVEYING MACHINERY

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## THE RICHMOND DISC MILL

FOR FEED GRINDING

IS STRONG, DURABLE, SIMPLE, EASY TO  
OPERATE AND CAN ALWAYS BE RELIED UPON.

CUSTOM WORK PAYS.

BUY OUR MILL AND MAKE MANY EXTRA DOLLARS.

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# Conveying, Elevating and Power-Transmitting Machinery

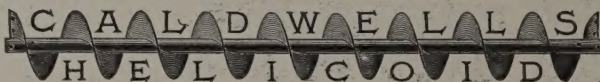
## H. W. CALDWELL & SON CO.

GENERAL MACHINISTS,

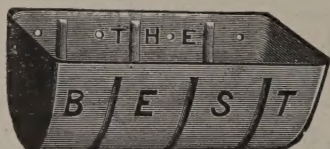
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### —CALDWELL HELICOID CONVEYOR.—

Specialties for  
Grain Elevators and Mills.



THE ONLY PERFECT SPIRAL  
CONVEYOR; with Flight of One  
Continuous Strip of Metal.



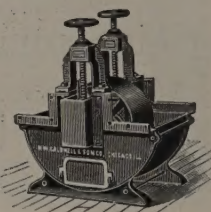
CALDWELL CORRUGATED SEAMLESS  
STEEL ELEVATOR BUCKETS.

LINK BELTING.  
SPROCKET WHEELS.  
COTTON BELTING.  
RUBBER BELTING.  
LEATHER BELTING.  
BELT CLAMPS.  
POWER GRAIN SHOVELS.  
ELEVATOR BOLTS.  
ELEVATOR BUCKETS.  
CONCRETE MIXERS.

FRICTION CLUTCHES.  
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GEARING (all kinds).  
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ELEVATOR BOOTS.  
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TAKE-UP BOXES.  
TURN HEAD SPOUTS.  
WIRE CLOTH.

Elevator  
Boot.



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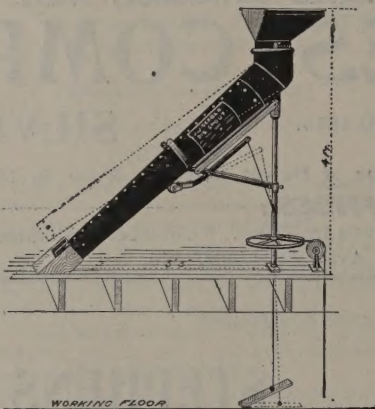
## The GERBER IMPROVED DISTRIBUTING SPOUTS

Because they have no equal.

Elevator spouting of all descriptions.  
Write for particulars.

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Minneapolis, Minn.



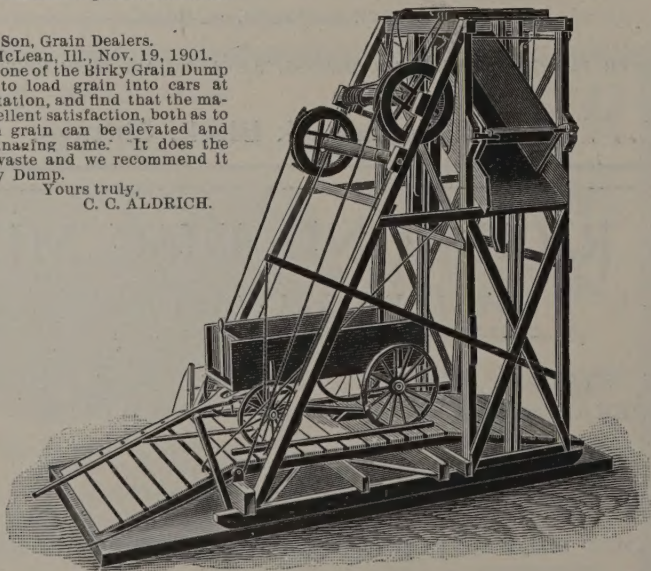
## THE BIRKY PORTABLE GRAIN DUMP AND ELEVATOR.....

—THE BEST BUILT—

Possesses absolute safety, great strength and durability. Unexcelled for speed at which grain can be elevated and ease with which it is managed. Does the work without waste. Will handle 8,000 to 10,000 bushels of grain in 10 hours.

C. C. Aldrich & Son, Grain Dealers,  
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We have used one of the Birky Grain Dump  
and Elevators to load grain into cars at  
Funk's Grove Station, and find that the ma-  
chine gives excellent satisfaction, both as to  
speed at which grain can be elevated and  
the ease in managing same. It does the  
work without waste and we recommend it  
as a satisfactory Dump.

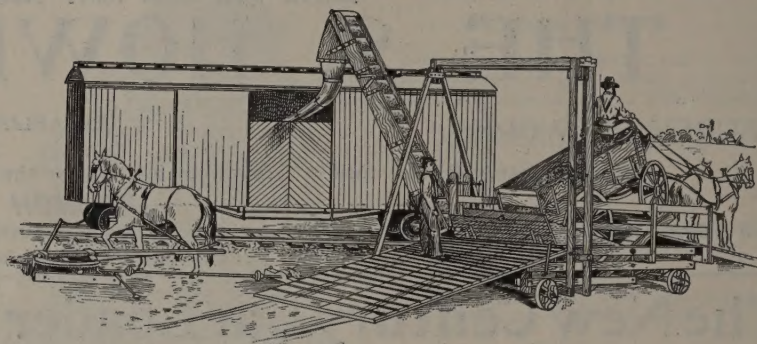
Yours truly,  
C. C. ALDRICH.



Try my Dump and Elevator and if not  
the best after 30 days' trial return it.

J. D. BIRKY,

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## The Universal Grain Dump and Elevator.

Patented 1901. Safe, practical, durable, portable, convenient. The first and only practical device ever offered for the purpose of loading and unloading all kinds of large and small grain, and, in fact, almost anything heretofore handled with a scoop. It is especially constructed for elevating Ear Corn, Oats, Wheat and Shelled Corn, as it will not waste the grain. A labor-saver, a money-saver, a time-saver. The track buyer and elevator man will find it an indispensable aid to their business. Easily moved. Two horses can pull it like a wagon. Our machine is made of all hard wood and is not to be compared with the cheap pine makeshifts that are flooding the market. Sold direct to the consumer at dealer's prices. Send no money. All goods sold on 60 days' settlement and guaranteed to be just as represented. For further information, address

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## "CORN BELT" FEED MILLS

### Knife Reducing Vertical Force Feed

Great Capacity—Light Draft.  
Slow Speed—Cool Feed.  
Every Grinding Ring for No. 5 lathe trued  
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Fine Grinding—Wheat, Oats, Rye.  
The mill for Custom Work, Coarse or Fine.  
Will grind more than double the amount of  
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No. 5, "Corn Belt."

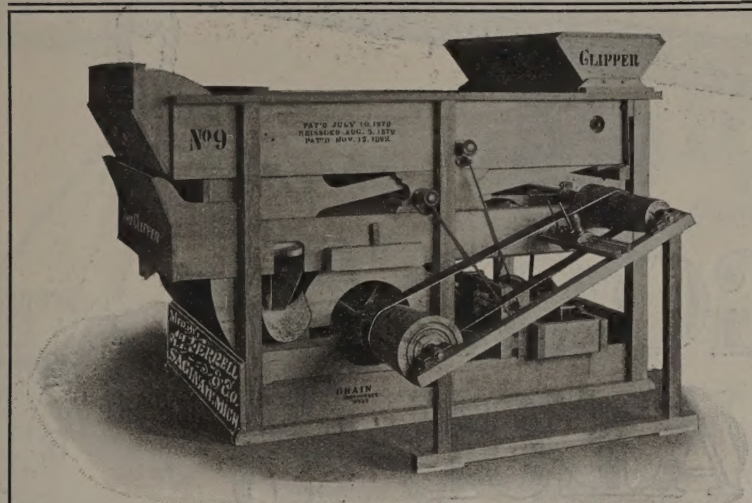
G. D. COLTON & CO.

WRITE FOR BOOKLET.

Box 660, GALESBURG, ILL.



# The CLIPPER Grain Cleaners.



THIS CUT REPRESENTS OUR No. 9 SPECIAL CLEANER, WITH TRAVELING BRUSHES AND SPECIAL AIR CONTROLLER.

*Are You Engaged in Cleaning*  
**GRAIN, SEEDS  
 OR BEANS?**

*If so, this machine should interest you, if fine work and cost of power are to be considered. . . Unexcelled for cleaning clover and timothy seed.*

The Albert Dickinson Co. have in daily use 74 Clipper Seed Cleaners.—The St. Anthony & Dakota Elevator Co. have placed 89 of the Clipper Grain and Flax Cleaners in their line of elevators the past two years.—More than 90 per cent of the seed firms use CLIPPER SEED CLEANERS.

**A. T. FERRELL & CO.,** OUR PERFORATED SAMPLE PLATE AND CATALOGUE FOR THE ASKING.  
**SAGINAW, MICH.**

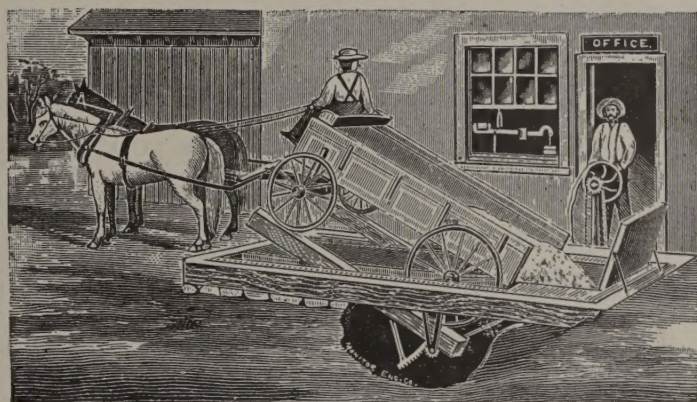
## Paine-Ellis Grain Driers

Are more largely used on this continent than all others combined, because they are the only machines that will handle with equal facility grain containing 50 per cent moisture to that simply damp and musty. These machines will operate successfully and rapidly at a temperature as low as 110 degrees. Practical millers and elevator men will appreciate this. It is one thing to kiln dry and another to put every kernel of grain into its normal condition by Nature's own method. *We can do it.*

For Particulars Address **The Paine-Ellis Grain Drier Co.,**

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## Gold Dollars



At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

## Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1896.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

Yours truly,

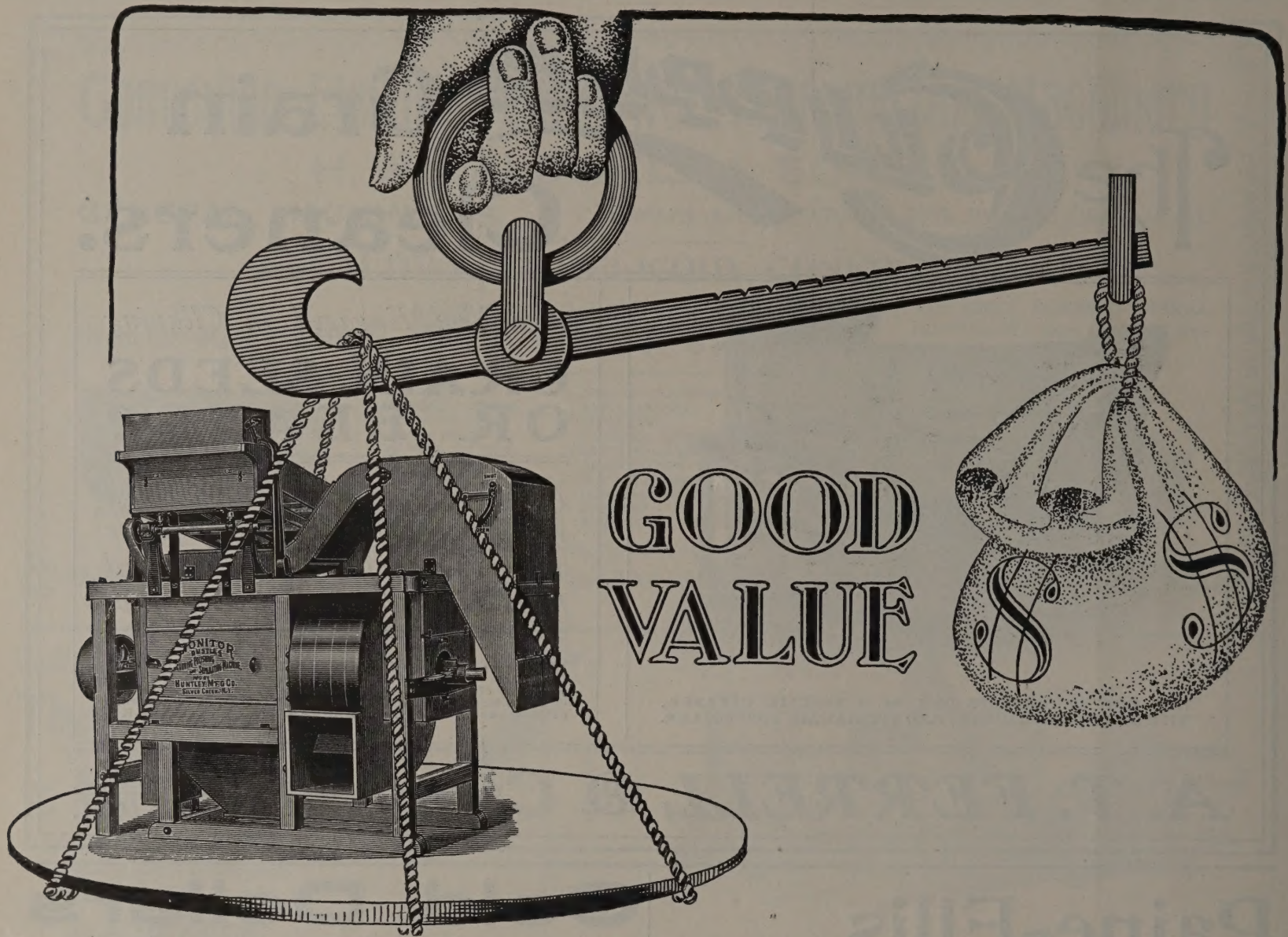
M. C. WOODWORTH.

MANUFACTURED ONLY BY

**THE SAVAGE & LOVE CO., Rockford, Ill.**

FAIRBANKS, MORSE & CO., St. Paul, Minn., Northwestern Agents.





The beauty about Monitor Machinery is that the longer you use it the better satisfied you are with your bargain. The longer you use it the more you are impressed with the fact that you got a little bit more than your money's worth in good effective machinery.

When weighed in the scales of experience the Monitor Machines force the Grain Man to one conclusion—that there is no Grain Cleaning Machinery manufactured to-day that has given such long and consistently thorough satisfaction as the Monitor.

He never heard of a Monitor Machine being thrown out because it did not do what we said it would do.

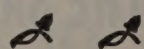
He never heard of a Monitor Machine failing to work at its catalogued capacity, and he knows another thing, that a dollar buys one hundred cents' worth when it comes to buying Monitor Machines.

He knows that there is a bottom price, and he knows where that bottom price is, when he buys Monitor Machinery.

And all these things help to make the Monitor a generous measure in return for his money.

# HUNTLEY MANUFACTURING CO.

Monitor Works



Silver Creek, N. Y.